The
CHEMIST AND DRUGGIST

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NOVEMBER 26, 1932

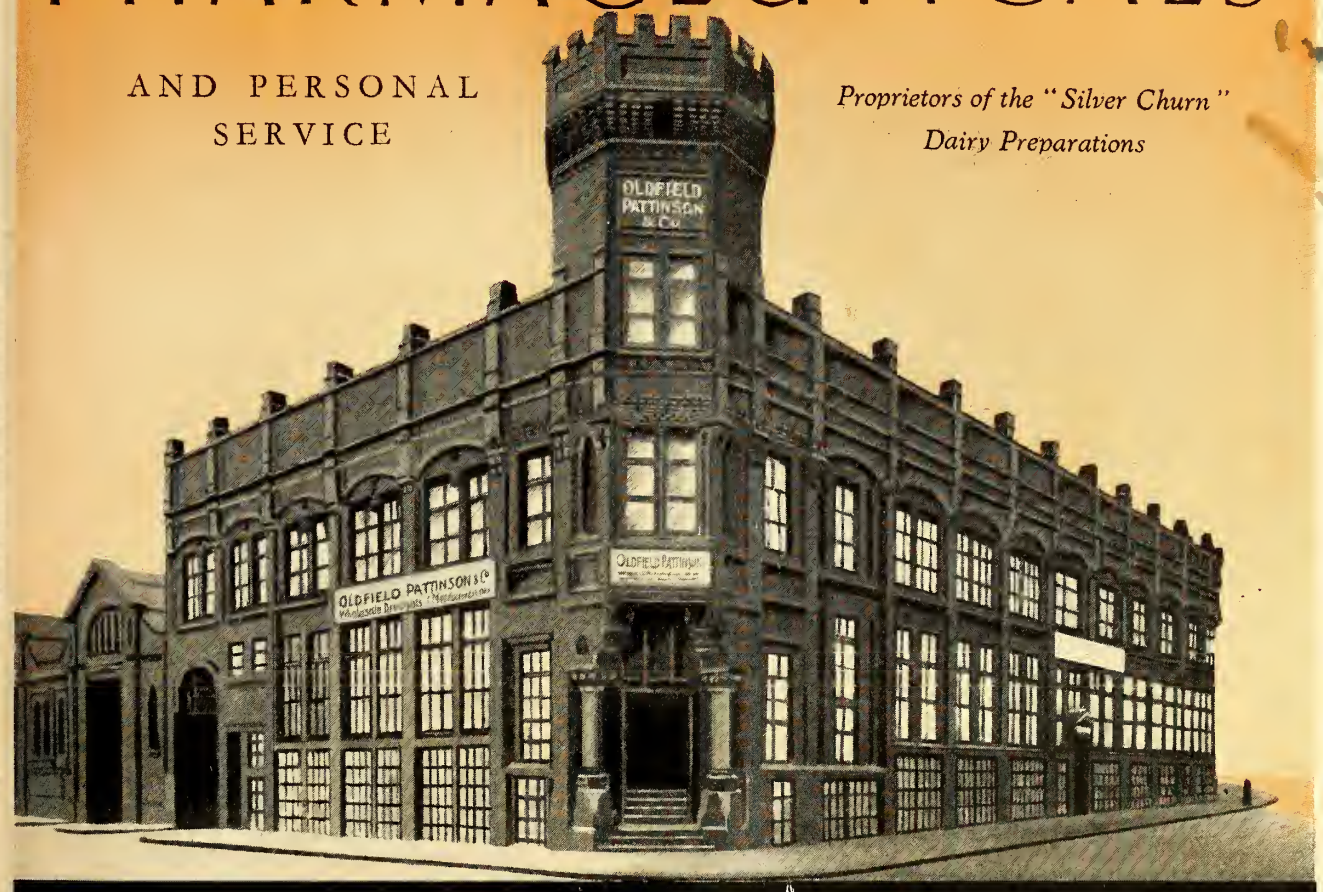
Annual Subscription (with Diary) 20/-. Single Copies 9d.

THE BEST HOUSE FOR

PHARMACEUTICALS

AND PERSONAL SERVICE

Proprietors of the "Silver Churn" Dairy Preparations



OLDFIELD, PATTINSON & Co.
MANCHESTER

Telegrams: "Opium Manchester."

Telephones: Blackfriars 4682 (2 lines).

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A PERMANENT 'ASPRO' DISPLAY

MEANS DOUBLE 'ASPRO' SALES

AND MANY NEW CUSTOMERS FOR OTHER LINES AS WELL

'ASPRO' is the most powerfully advertised line of its kind in the world. Over 300 papers, with a total circulation of more than 32,000,000 carry the 'ASPRO' message several times monthly into almost every home in the country. Display 'ASPRO' continuously in your window and shop, and you will benefit from this enormous campaign just as though you paid for the advertisements yourself. Not only will your 'ASPRO' sales be doubled, but the display will bring new customers to your shop who will purchase other lines as well. This has been proved by many enterprising chemists. Write us to-day for our current window display and test it for yourself. You will see how quickly the public respond to the 'All-British' appeal of 'ASPRO.' There are also frequent changes of window stickers and giant cartons available.

Here is a typical 'ASPRO' window display attractively printed in full colour.

'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Agents—

GOLLIN & CO., Pty., Ltd. ('Aspro' Dept.) SLOUGH, BUCKS. Phone: SLOUGH 608.

Made by ASPRO LTD., SLOUGH, ENGLAND.

No proprietary right is claimed in the method of manufacture or the formula.

'ASPRO' REG. TRADE MARK

'ASPRO' IS ALL BRITISH

FINEST MEDICINAL NON-FREEZING

BRAND **COD LIVER OIL**

BUY BRITISH

Selected and specially graded. High Vitamin Test

ISAAC SPENCER & CO.

(ABERDEEN) LIMITED
ALBERT QUAY
ABERDEEN, SCOTLAND

A A

There's money in *these* PINE BATH SALTS

SELL THEM FOR REDUCING,
RHEUMATISM, GOUT,
FOOT TROUBLES

6 packets in each carton.
1 packet to a bath.

Bulk packet 1/-

Bath salts used to be a slow-moving luxury line—but packed and presented the Maclean way, they sell as readily as soap and tooth-paste. Thousands who looked on bath-salts as an expensive luxury will buy them readily if you can recommend them for slimming, for rheumatism, for corns or aching feet, or simply for an invigorating tonic bath. But they must be handily packed and cheaply priced in accordance with the times. Macleans Oslo Bath Salts sell at 6d. and 1/-, the most popular prices of the moment, and give you a generous margin of profit on every sale.

BUY DIRECT AT THESE PROFITABLE PRICES

Sixpenny Size.		*Shilling Size.*	
6 dozen	3/9 *per dozen*	*6 dozen*	7/6 *per dozen*
12 dozen	3/6 *per dozen*	*12 dozen*	7/- *per dozen*

MACLEANS OSLO Pine BATH SALTS

MEDICATED

MANUFACTURED BY MACLEANS LIMITED, GREAT WEST ROAD, BRENTFORD, MIDDLESEX

Telephone: Ealing 6616. *Telegrams: "Macleans, Brentford."*

Roger & Gallet

Authentic Eau de Cologne
JEAN MARIE FARINA, *guaranteed genuine*
Retail Prices: 4/9, 8/9, 18/6, 40/-, 80/-

New presentation modern box in the following odours:
VIOLETTE de PARME, CARNATION, SWEET PEA, MUGUET, SANDALWOOD.
Retail Price: 2/-

Shades:
WHITE
NATURAL
RACHEL
RACHEL FONCE
OCHRE ROSE *and also in the* NEW PARIS FASHION SHADE — AURORA

CRYSTAL BRILLIANTINE, *in modern pot.*
CARNATION, VIOLET.
Retail Price: 1/9

Artistic cellulosed powder box in the following odours:
LE JADE, PAVOTS D'ARGENT, FEU FOLLET, COLOGNE JEAN MARIE FARINA. *Retail Price:* 3/-

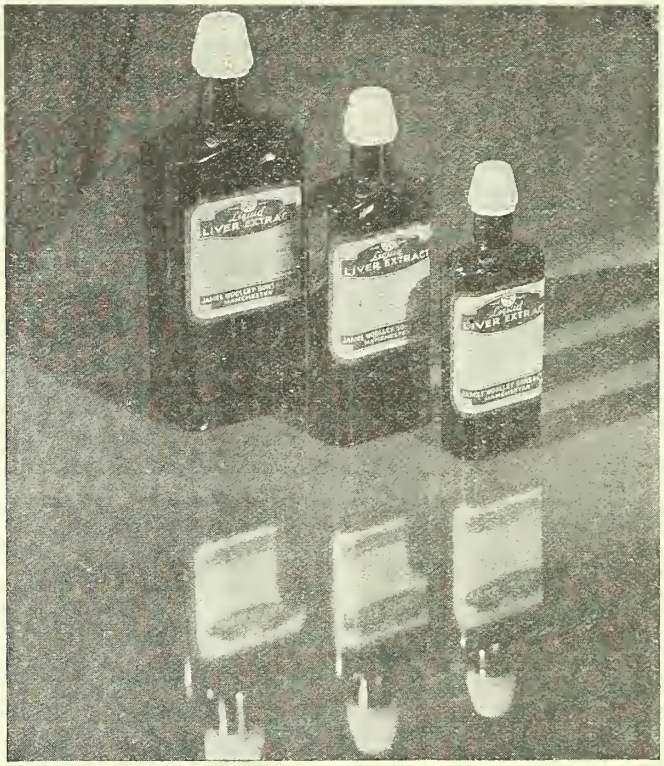
Roger & Gallet guarantee that all their Perfumes, Eaux de Cologne, Toilet Waters, Hair Lotions, are prepared with the best, purest, potable, dutiable S.V.R. spirit obtainable, and not with methylated nor any other industrial spirits known as "DUTY FREE"

ROGER & GALLET
LONDON ~ PARIS

Liquid

LIVER EXTRACT

BP. 1932



One Fluid ounce is equivalent to 8 ozs. of fresh liver

	Retail Price	Trade Price
4 oz.	6/6	51/- per doz.
8 oz.	11/6	93/- ,, ,,
16 oz.	21/-	168/- ,, ,,
80 oz.	—	65/- each

Shows a handsome profit to the trade

JAMES WOOLLEY
SONS & Co. Ltd
VICTORIA BRIDGE, MANCHESTER

W.26

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For all Diseases of the Circulatory System

Recommend "ELASTO" for Varicose Veins, Ulcers, Eczema, Swollen Legs, Phlebitis, Thrombosis, Muscular Weakness, Bad Legs, Piles, Prolapsus, Varicocele, Hardened Arteries, Blood Pressure, Deficient Circulation and kindred ailments.

Elasto may be relied upon to give satisfaction. The existing urgent demand is being steadily fostered by consistent advertising WHY NOT SHOW ELASTO?

Prepared in the Laboratories of
THE NEW ERA TREATMENT CO. LTD.
CECIL HOUSE - HOLBORN VIADUCT
LONDON, E.C.

Full particulars, Showcards, and Leaflets on request.

Elasto Tablets
5/- a box
(One month's supply)

Wholesale
45/- a doz.

Elasto Nature Salve
3/- a box

Wholesale
27/- a doz.

P.A.T.A.

From your wholesaler

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HOW AND WHY DOCTORS ARE ORDERING ADEXOLIN

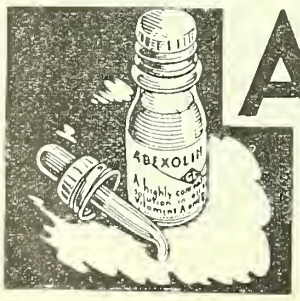
The new vogue for vitamins A & D

Vitamin treatment is no longer a fad—it is a fact.

Vitamin deficiencies of ordinary diet can, and should, be treated by special concentrates—in particular, those of Vitamins A and D.

At one time these vitamins were available only in cod liver oil. Now, in Adexolin, they are presented together as definite therapeutic substances, suitable for the prophylaxis and treatment of a wide range of conditions—particularly all epithelial infections. Since a high percentage of your customers require remedies for coughs, colds, influenza and other infections of the respiratory tract, the value of Adexolin as a winter selling preparation is evident.

GL



ADEXOLIN

LIQUID—A high concentrate of vitamins A and D without nauseous taste or smell. Each cc. has the vitamins A and D potency of 20 cc. of high-grade cod-liver oil. 8 cc. phials (with dropper), **2/6.** 2-oz. bottles, **12/6.**

CAPSULES—A highly concentrated preparation of vitamins A & D. Each 3 m. capsule has the vitamins A & D potency of 10 grams of high-grade cod liver oil. Boxes of 25, reduced to **2/9.** Boxes of 100, reduced to **8/6.**

GLAXO LABORATORIES, 56 Osnaburgh St., LONDON, N.W.1

There are some things we hear of

THAT

"WON'T HOLD WATER"

BUT

THESE TWO WILL

May Roberts'

HOT-WATER BOTTLES

(India Rubber)

Moulded (British-Made), Red and Marbled
Moulded (Assorted Colours), Blue, Green, Marbled and Red (Foreign)

May Roberts'

VACUUM FLASKS

(One Pint)

(Assorted Colours, Corrugated)

May we send you prices of these lines?
We feel sure they will interest you

7/13 CLERKENWELL ROAD, LONDON, E.C.1, AND BRANCHES

EUCRYL DENTIFRICES

Established 1900

BRITISH OWNED

BRITISH MADE

EUCRYL TOOTH POWDER
EUCRYL TOOTH PASTE
EUCRYL DENTURE POWDER

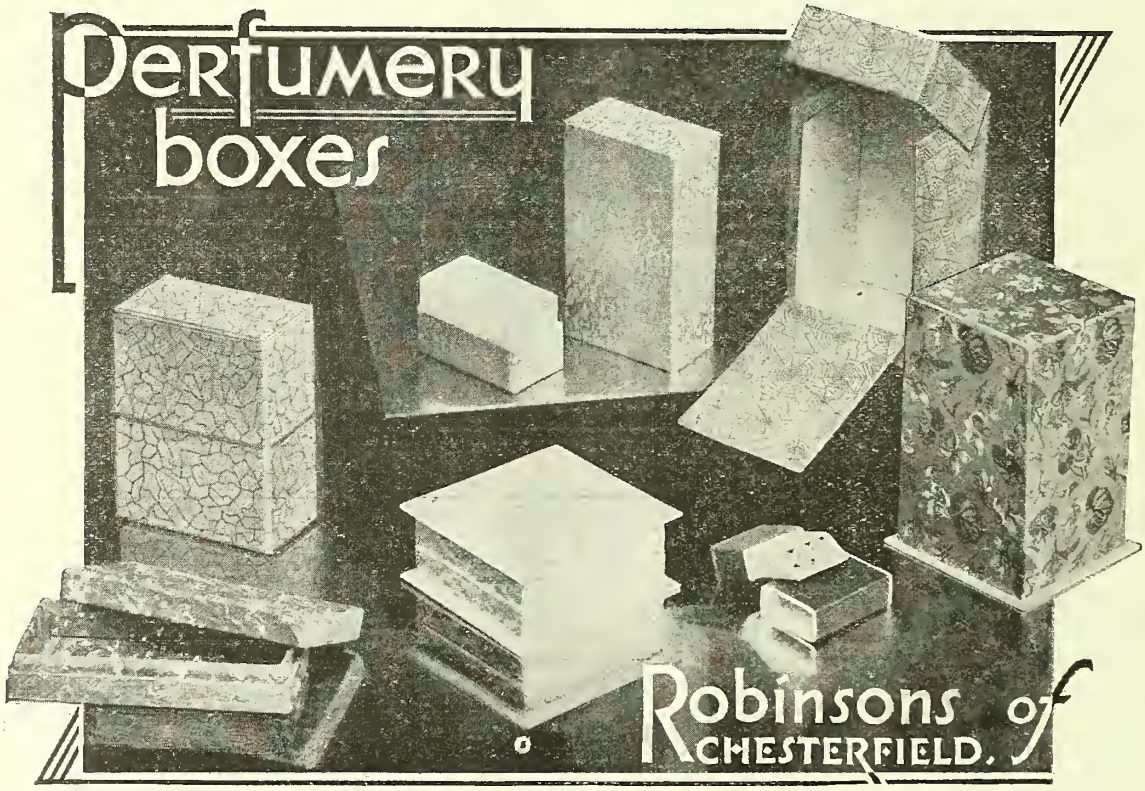
Bought on Display Terms Yield:

PROFIT ON SELLING PRICE **43%**

PROFIT ON BUYING PRICE **75%**

Nationally Advertised. Ask us for Showcards

EUCRYL LIMITED
MANUFACTURING CHEMISTS
SOUTHAMPTON



WHEAT BRIDGE MILLS, CHESTERFIELD & 168, OLD STREET, LONDON, E.C.1.

£250,000,000

Two Hundred and Fifty Million Pounds—that is the sum of money it is estimated will be spent during the Christmas Season by the British Public.—*Vide Daily Press.*

★

You will, of course, be making a very determined effort to see that a portion of the above sum of money will find its way into *your* pocket.

One way to ensure that is to make a display of De Fleury Coffrets in your window and on your counter, for they are, without the slightest doubt, one of the most elegant and attractive series that has ever been offered to you and your customers.

Believe us when we say it's a fine chance for you. And if you apply yourself heartily to it, believing and knowing that its application means more and more Net Profit for you, then we have no doubt at all in the world about your faith and your belief being well rewarded.

A copy of our Illustrated List in Colours will be sent along to you with pleasure, and we would like to point out that delivery of most kinds of Coffrets will be guaranteed if ordered before December 17 next.

DeFLEURY

PERFUMES and GIFT SETS

A display of *Parfumerie de Fleury* in your window will very soon *prove* to you the *money-making* possibilities of this new series

PARFUMERIE DE FLEURY RAWDON LEEDS

Change of Address

Messrs **BURT, BOULTON & HAYWOOD** *LTD.*

manufacturers of DISINFECTANTS beg to notify the trade that from Nov. 26 1932 their address will be

BURT, BOULTON & HAYWOOD LTD.

BRETTENHAM HOUSE, WELLINGTON ST.
STRAND, LONDON, W.C.2

Phone:
Temple Bar 5801 (5 lines)

Telegrams:
"Burboul, Rand, London"

THOS. GUEST Co. LTD
CARRUTHERS STREET
ANCOATS, MANCHESTER

LONDON DEPOT:
15-16 JEWRY STREET, E.C.3
Telephone:
ROYAL 8111

MAW'S OINTMENTS

Reduced Prices

Fine Quality Uniformity

TINS

Boracic, Carbolic, Cocoanut Oil, Sulphur, Yellow Basilicon, Zinc, Lanoline, White Precipitate, Nursery Pomade, Healing Camphor Ice, Camphor and Eucalyptus Ice and Cold Cream.

½ oz. .. .. **9/-** per gross

1 oz. .. .. **15/-** ,,

Boracic, Carbolic, Cocoanut Oil, Sulphur, Yellow Basilicon, Cold Cream and Zinc.

2oz. .. .. **28/-** per gross

Blue Ointment

½ oz. Tins .. .. .. **15/-** per gross

1 oz. ,, ... **27/6** ,,

1 oz. Pots .. .. .. **4/-** per dozen

2 oz. ,, ... **5/3** ,,

Modern Pack Keen Price

POTS

Boracic, Carbolic, Cocoanut Oils Sulphur, Yellow Basilicon, Zinc, Lanoline, White Precipitate, Nursery Pomade, Healing and Cold Cream.

1 oz. .. .. **2/8** per dozen

2 oz. .. .. **4/-** ,,

POTS IN CARTONS

Boracic, Zinc and Cold Cream.

1 oz. .. .. **2/10** per dozen

2 oz. .. .. **4/3** ,,

Collapsible Tubes

Cold Cream, Lanoline, Boracic, Zinc, Glycerine Jelly, Glycerine and Cucumber Cream, Glycerine and Honey Jelly, Vanishing Cream and Witch Hazel Cream. One dozen on attractive Display Card

3/9 per dozen

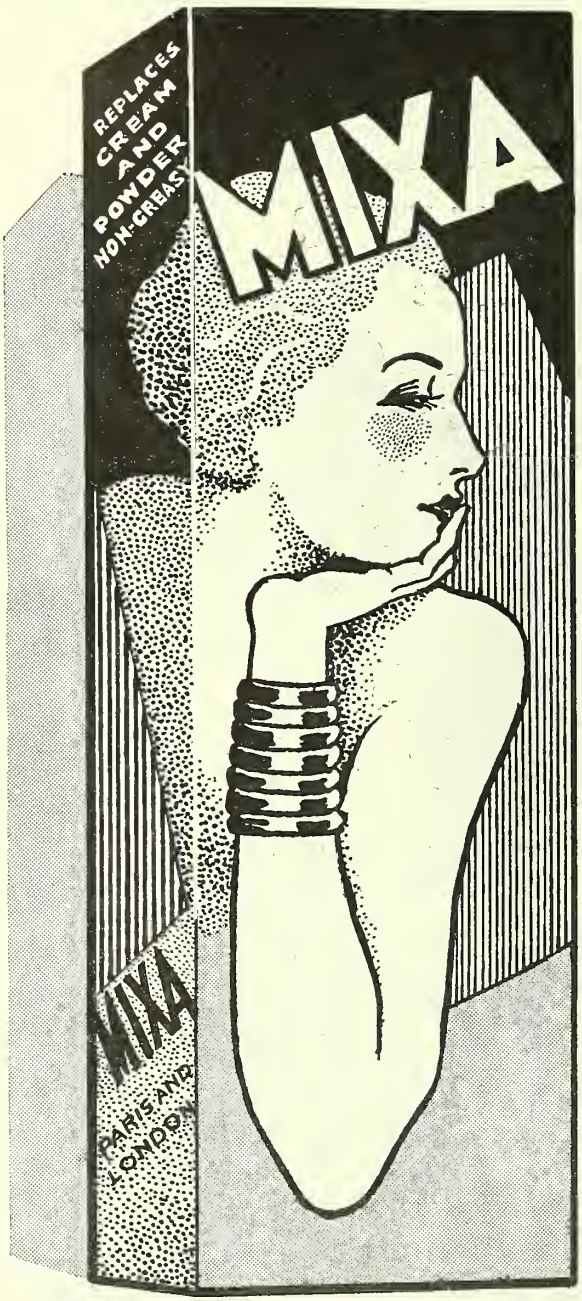
3 gross assorted less extra 5%, 5 gross assorted less extra 7½%

Maw's Ointments are made and presented in a manner which does credit to pharmacy. Their quality, their appearance, their uniformity, their variety and their competitive prices enable you to protect your ointment business from outside competitors. In whatever form you want ointments, Maw's offer you the best source of supply.

Replenish your stocks now.

S. Maw, Son & Sons, Ltd.,
Aldersgate St., London,
and Barnet.

TRADE MARK



MIXA POWDER CREAM

A product of surpassing excellence and irreproachable perfume. Attractively packed and with handsome show matter, MIXA is a sure repeat seller. Stock now; consistent advertising will support you.

	Retail Price	Trade Price
Large	2/-	16/- doz.
Medium	1/3	10/- ,,
Small	6d.	4/- ,,

Special Distribution Terms 15 to the Dozen

A Product of

CHARLES ROGER LABORATORIES, LTD.
15 GREAT JAMES STREET, LONDON, W.C.1

SHOW A CARD OF

"CUTIE"

BRUSHES ON YOUR COUNTER
A READY SELLER
FROM ALL WHOLESALERS
6/- PER DOZEN
MADE IN ENGLAND BY

Addis
ESTB. 1780
REGD
BRUSH WORKS, HERTFORD

A REMINDER!

THAT YOU MAKE FULL USE OF OUR BROCHURE

"SUGGESTIONS FOR SEASONABLE GIFTS"

AS A MEANS OF INTRODUCING APPROPRIATE GIFT LINES TO YOUR CUSTOMERS

KEEP IT WITHIN REACH OF YOUR CUSTOMERS

"NEWBERYS"
(F. NEWBERY & SONS LD)

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CUSSONS' LAVENDER SERIES

A steadily increasing demand for these toiletries

Liquid Brilliantine Retail	6d.
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Talcum Powder Retail	6d.
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Shaving Soap Retail	6d.
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The exceptional value which Cussons' Lavender Series offer, was certain of speedy recognition by the consumer. Chemists everywhere are increasing their orders and so tapping a source of profit which has hitherto escaped them. Every item in this series is of a quality which means repeat custom.

Write to-day for fullest information and generous trade terms.

Cussons'
KERSAL VALE, MANCHESTER

CL17

Mercolized Wax

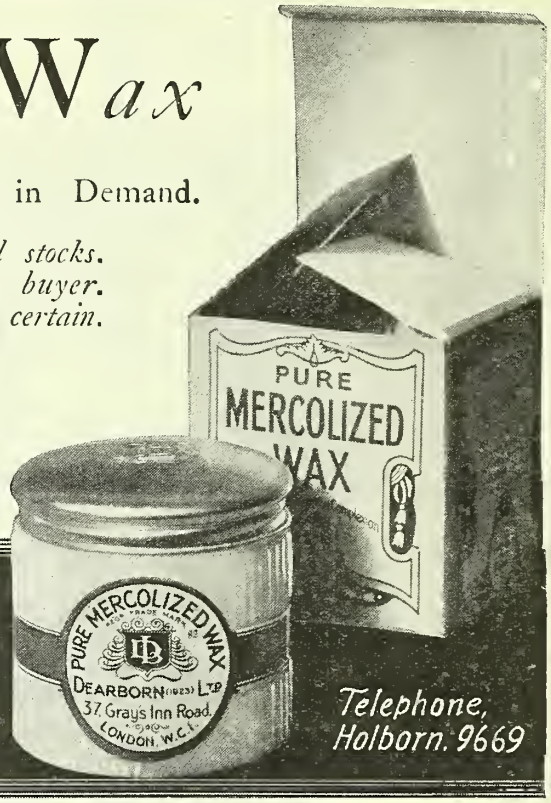
for the Complexion

Extensively Advertised. Always in Demand.

There is no risk in holding full stocks.
Every woman is a potential buyer.
Sales are regular and repeats certain.

Stallax

a Shampoo—also popular, and shows a handsome profit.



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37 Gray's Inn Rd. London. W.C.1.

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FOR HEALTH and BEAUTY

H.B.T. PRODUCTS

All made with the expressed Juices of Living Plants and Flowers

H.B.T. ASEPTIC TOILET SOAP 9d. Box of Three Tablets **2/3.**

H.B.T. ASEPTIC SHAVING SOAP in new patent Container and Holder **1/3.** Refills **1/-.**

H.B.T. ASEPTIC SKIN FOOD CREAM. Tubes **1/-** and **6d.**

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H.B.T. 'FLU PILLS. The Safe, Sure and Pleasant Remedy for Influenza and kindred ills and a specific Remedy for physical exhaustion. In bottles **2/6** and **1/3.**

TERMS 33⅓%

OF ALL WHOLESALE HOUSES OR DIRECT FROM—

HUNTER BEATTIE - Glasgow, S.E.

B.C.M./H.B.T.

SELL TO MOTORISTS

HERE is the Soap you have been looking for. A pumice block which looks like a high grade toilet soap—and lathers like one, too. And at a price which is within the reach of all.

CALVERT'S

PUMICE SOAP

SPECIAL OFFER

On orders of £4
2/- doz. less 10% and 2½% cash
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2/- doz. less 5% and 2½% cash

NOTE.—Orders need not be confined to Calvert's Pumice Soap solely, but can include any of our other well-known lines.

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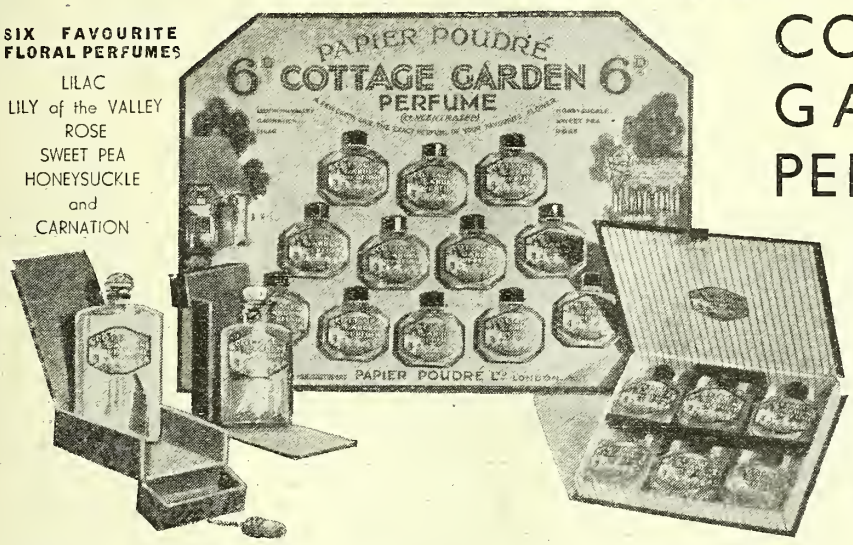
A

CERTAIN WINNER

FOR CHRISTMAS

SIX FAVOURITE FLORAL PERFUMES

LILAC
LILY of the VALLEY
ROSE
SWEET PEA
HONEYSUCKLE
and
CARNATION



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Concentrated true flower odours — an attractive and artistic production.

This line is an extraordinary success and is already repeating steadily.

6d. - 1/6 - 2/6
WHOLESALE
4/- - 12/- - 20/-
PER DOZ.

A Special Display Discount of 5% on all orders of 24/- and over. Assorted as preferred.

From all Wholesalers or direct from Sole Manufacturers

PAPIER POUDRÉ Ltd.

46 BAKER STREET, LONDON, W.1

A. S. LLOYD'S EUX-E-SIS.

For Shaving without Soap, Water, or Brush.

CAUTION.

The Labels on GENUINE EUXESIS bear two signatures—A. S. Lloyd, in black ink, and that of his Widow, Aimee Lloyd, in RED. Refuse any other.

Tubes 1/6 & 3/- ~ 33⅓% Profit

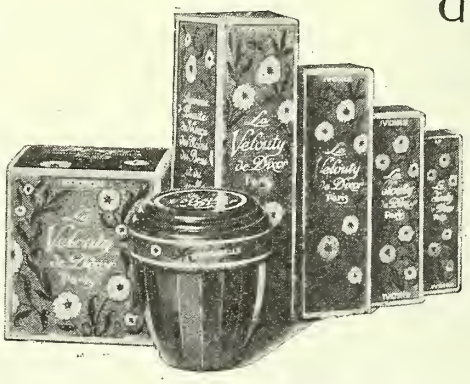
Sole Manufacturers and Proprietors : **AIMÉE LLOYD & Co., Ltd.**

23 PANTON STREET, HAYMARKET, LONDON, S.W.

N.B.—When ordering from Wholesale Houses write LLOYD'S EUXESIS (WIDOW'S).

the original combined Cream and Powder

VELOUTY de DIXOR



The advertised line that you are asked for.

NOW ON P.A.T.A.

Samples free upon receipt of trade card or billhead.

PRICES :—No. 1. Handbag tube	3/-	doz.	Retail	-/4½
No. 2. Small tube -	4/-	,,	,,	-/6
No. 3. Medium tube	7/-	,,	,,	1/-
No. 4. Large tube -	14/-	,,	,,	2/-
No. 5. Super tube -	22/-	,,	,,	3/-
Pots (glass) -	21/-	,,	,,	2/9
Pots de luxe (unbreakable) - -	36/-	,,	,,	4/6

Made in four shades:
WHITE, IVORY, NATURAL and OCHRE.

Obtainable from your regular Wholesaler or direct from the Manufacturers:

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Super "All in" Concentrates to produce COLOGNE PERFUMES

ORDINARY COLOGNE STRENGTH
10/- Pint.
Eau de Cologne only.

TEST SAMPLE SUPPLIED.

TO PRODUCE ONE PINT EAU DE COLOGNE (or any perfume) TAKE

EXTRA COLOGNE QUALITY
15/- Pint.

Also the following:
CARNATION.
CHYPRE.
EAU DE COLOGNE.
FANTASIA ,,
JASMIN.
LAVENDER WATER.
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LILY OF THE VALLEY.
MIMOSA.
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SWEET PEA.
VIOLET
and others.

"SUPER CONCENTRATE" 1 OZ.
METHYLATED SPIRIT - - 19 OZS.
MIX, AND PERFUME IS THEN READY FOR USE.
By this process, fragrant refreshing Perfumes are possible, costing 1/- per pint, equal to any Continental make.

CLAYTON & JOWETT, Ltd., 46 Wood St., Liverpool

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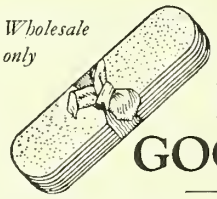
ONE DROP PERFUME

VERY handy for a lady's bag, convenient to use.
Sells at sight if shown on counter. Good profit, satisfied customers and repeat orders.
1/6 size 12/- doz.
2/6 size 18/- doz.

SILK'S TOILET Co., 8 & 9 Red Lion St., London, W.C.1

Wholesale only



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We specialise in ORANGE STICKS and EMERY BOARDS. BEST QUALITY. HAND FINISHED.

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Make this your Xmas Display

This is the best seller in Perfumery to-day. Write now for Catalogue and list of Christmas Coffrets.

Include the 'Evening in Paris' series when you dress your Xmas window. It will yield you the biggest profits.

A. BOURJOIS et CIE., LTD. 4, WATER LANE, LONDON, E.C.4

BOURJOIS

3,000,000 PEOPLE

Daily Mail · Daily Express · News Chronicle · Daily Herald

are being told about the wonderful value of LAUREL razors & blades

Order a stock TO-DAY and make sure you do not disappoint any of YOUR Customers.

1½D EACH Per packet of four 6D

COMPLETE OUTFIT 6D

ARE YOU READY FOR THE DEMAND?

LAUREL SAFETY RAZORS & BLADES

Geo. H. Lawrence, Ltd., Laurel Works, Nursery St., Sheffield

COST ONE GROSS 8/- SELL FOR 1/6 doz. PROFIT 10d 125%

Famous throughout the world — OCEAN — 3-HOLE PATTERN

"OCEAN" BLADES BRITISH AND BETTER THAN EVER!

Made in our OWN Factory from first quality Steel by improved process guaranteeing super-keen edge. A firm favourite. Over a hundred million sold to date. Sure profit and no risk

"CONQUEROR" BLADES—Another Winner! Gross, 5/6. Retail, 12 for 1/-

Knock-out value in a penny blade. Best Silver Steel only used. Samples and attractive Showcards Free.

Leading Wholesalers stock both "OCEAN" and "CONQUEROR." For direct supplies send P.O. or cheque to: Clerk. 6257

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BLADES also made under customer's own name. State quantity.

"ODENTIC" PLATE BRUSH

Regd. No. 417637.

From all Wholesalers.

Packed in ½-dozen Display Boxes.

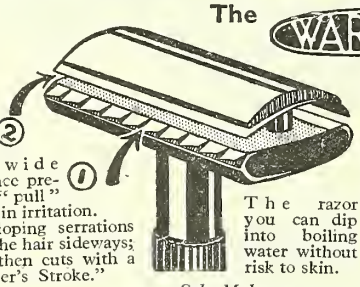
Manufacturers:

W. R. Speer & Son (EST. 100 YEARS)

215 DALSTON LANE - - LONDON, E.8

The World's Most Marvellous Razor!

The WARDONIA



The wide clearance prevents "pull" and skin irritation. The sloping serrations bend the hair sideways; blade then cuts with a "Barber's Stroke."

The razor you can dip into boiling water without risk to skin.

Sensational, incomparable, miraculous. Works wonders with the stiffest beard. Generous supply of sales-creating display showcards, cut-outs, etc., FREE. Order NOW—or send for list and trade terms.

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When you want Shop Fittings it will pay you to send to

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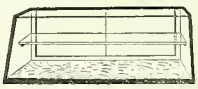
The Chemists' Working Shopfitter,

27 Macclesfield Street, City Road, LONDON, E.C.1

30 years' experience. Rough Sketches free.



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Shop Fitters and Showcase Manufacturers,

11/16 Manchester St., LIVERPOOL.

THE KWIK-SALE SHOWCASE

Suitable for all Businesses.

Plate glass sloping front. Frameless Mirror sliding doors at back. Polished edge plate glass shelf inside. Size 3 feet long, 14 in. back to front at bottom. 9 in. back to front at top. 12 in. high..... £5-10-0

Our new shop fitting catalogue free on request.

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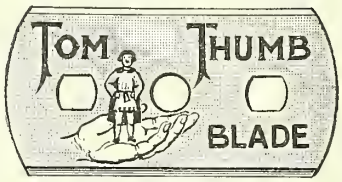
Supplied on cards or boxed. Show cards with every order.

1D. Each Retail



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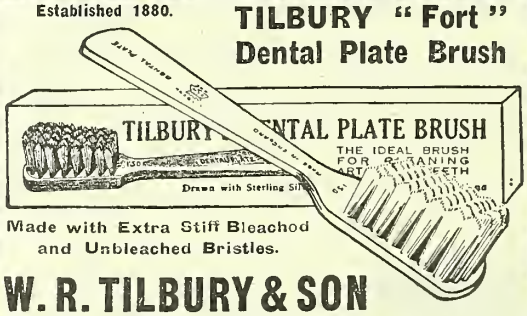
Razor Works, 146 West St., Sheffield

Established 1880.

TILBURY "Fort" Dental Plate Brush



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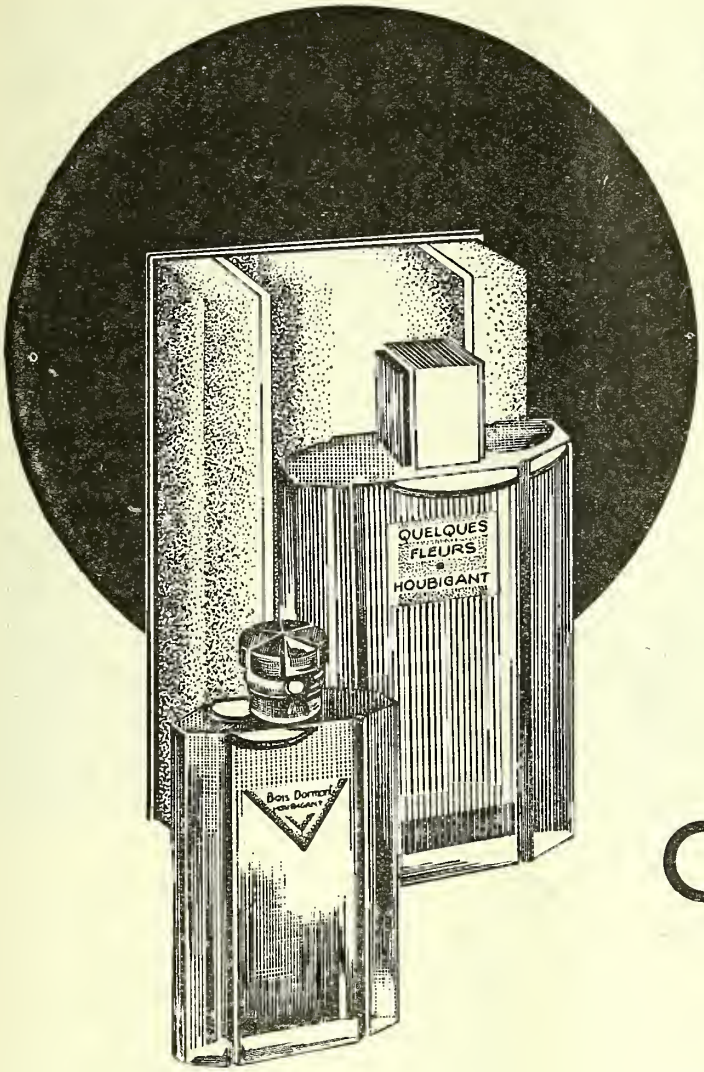

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THE WORLD'S MOST FAMOUS PERFUME

DAINTY FLAGONS . . 4/6, 7/6, 10/6, 12/6, 21/-, 27/-, 52/-
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Finest Quality and Appearance.

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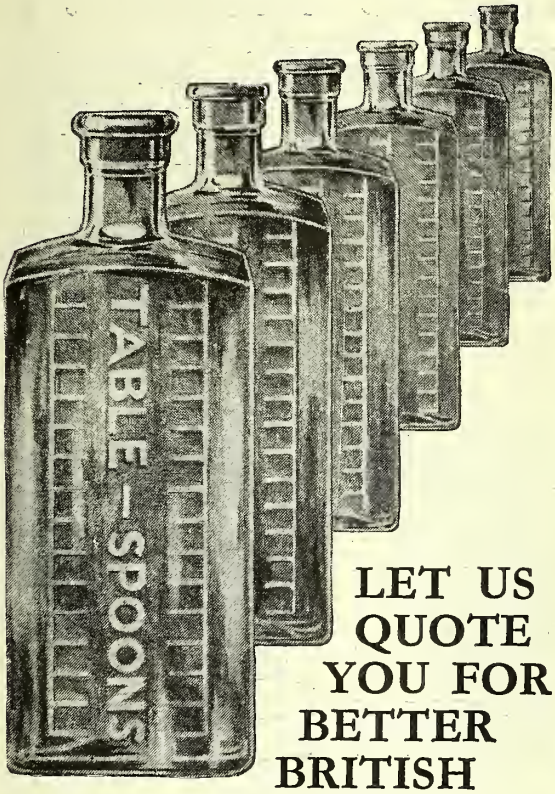

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For eighty years or so we have been making bottles of every description, so we can claim to know something of Drug Trade Requirements.

Hand or machine made bottles of every type—sturdy and accurate and well finished—we can supply whatever you need.

Bottles of first class quality at highly competitive prices. It will pay you to ask us to quote for your next order.

ESTABLISHED 1851

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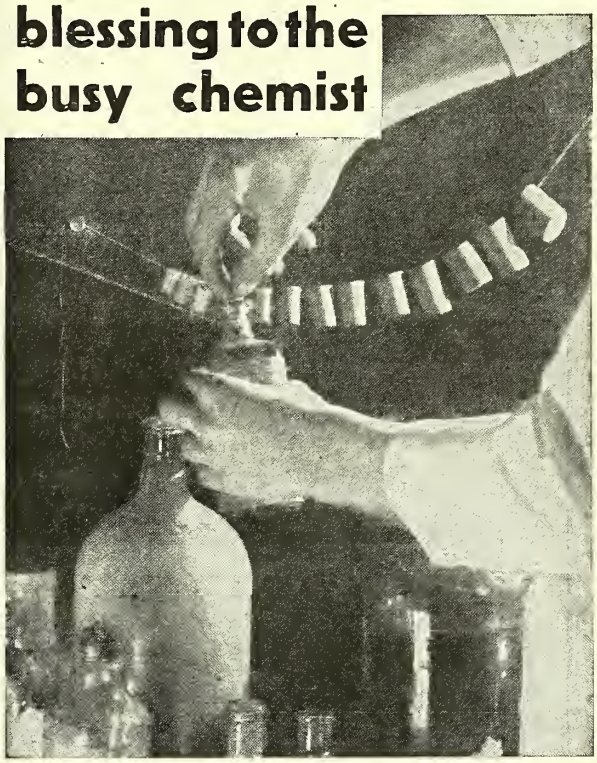
SALFORD

Telephone : Trafford Park 0814/5

Telegrams : "Attention" Salford.

Only a simple string of corks — but what a blessing to the busy chemist



"Take its name and number."

Armstrong's A *Product*

The "Armstrong Cork String" — just numbered corks on a piece of cord; a simple device indeed. But when you hang this cord up behind your counter your cork troubles are over for ever.

For each of these numbered corks is a pattern for size and shape; a pattern followed with amazing exactness by all Armstrong corks of like number. The eighteen numbers denote eighteen Armstrong sizes, and in size, shape, quality and taper every cork in its own class is exactly alike.

Ordering is easy — quote the number and state the length of taper and the quality; that's all you do. Send to-day for the Armstrong Cork String and samples of the five quality grades of corks available.

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STANDARD SIZES. STANDARD QUALITIES

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Chemical and Medical Glass Manufacturers

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Telegrams - - - "BEATSON, ROTHERHAM."

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POISONS. SYRUPS & ETHERS

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WHEN mistakes, forgetfulness and temptation take toll of the takings . . . . whose money is short?

Wholesalers, assistants, rent, rates, taxes and other overheads must be paid. Whenever cash leakages occur IT IS THE PROPRIETOR WHO LOSES.

That is why thousands of retailers throughout Britain declare that their adoption of a

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CASH REGISTER

is the best investment they ever made.

"NATIONALS" embody every Cash Register feature of proved value. They not only reveal and stop profit leakages . . . they enable alert retailers to INCREASE profits, and to do it with much less work and worry.

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Address enquiry to:—

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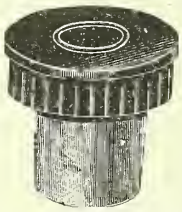
STOPPERS

AND BAKELITE SCREW CAPS



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Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.

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Tubes, with or without corks.
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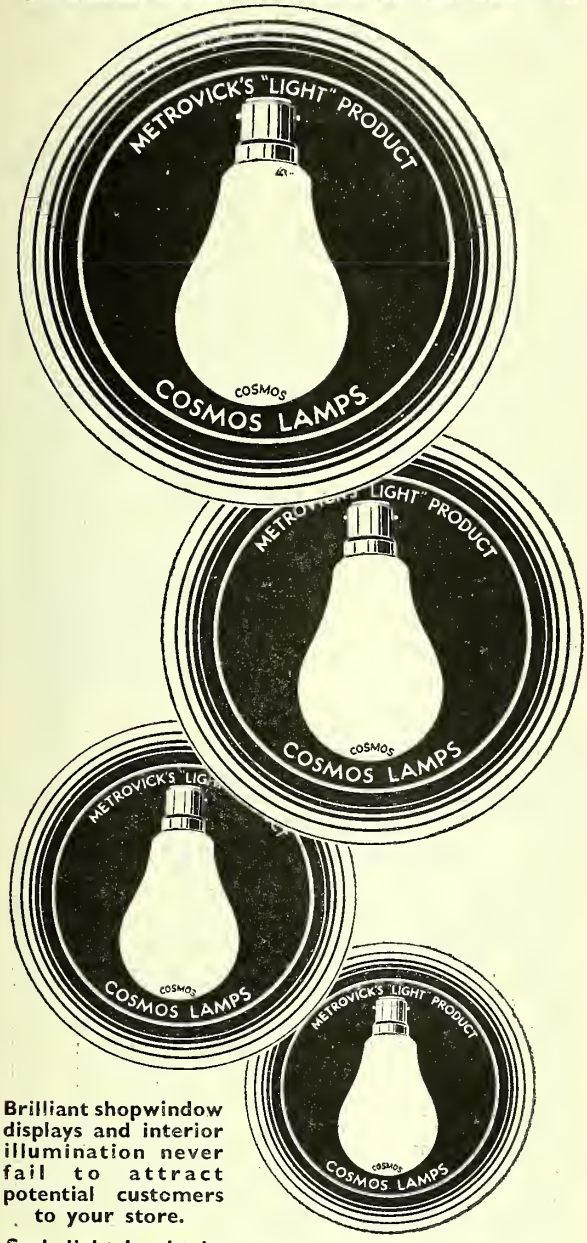

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Such light is obtainable with—

COSMOS LAMPS

METROVICK'S 'LIGHT' PRODUCT

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TRAFFORD PARK MANCHESTER

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THERMOGENE

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MEDICATED WADDING?

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Remember, "THERMOGENE" is one of your best selling lines for the following reasons: always a ready seller; lends itself to attractive display; no deterioration or breakage; sales are fostered by extensive advertising.

Do not miss this REAL opportunity to increase your profits.

Post your order to-day to

THE THERMOGENE COMPANY LTD.
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The 'MARLBOROUGH' Glass Counter, well constructed in oak or mahogany, 6 ft. long by 3ft. high by 2ft. deep. Glazed ¼" drawn plate-glass, polished oak parquet floor, fitted glass shelf 12" wide. Sliding doors at back.

£10

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£10 : 10

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RUDDUCK & CO.

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DECORATED TINS

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Xmas Window Posters, Showcards & Window Decorations

will give that finishing touch to convince the potential buyer that yours are the goods for Christmas presents. Illustrated List, in colours, No. C.D. 1380, showing tickets, posters, window slips, and all decorations applicable to the festive season, free on mention of this journal.

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Sales Campaign

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Attractive Bakelite Display Stands, Counter Cards, and Interesting Sales Literature supplied free on request.

Sole Distributors for the Pharmaceutical Trades :—

CHARLES JONES, RADFORD & Co. Ltd
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NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessaries from him. Moreover, the continuous demand for it produces a quick turnover.

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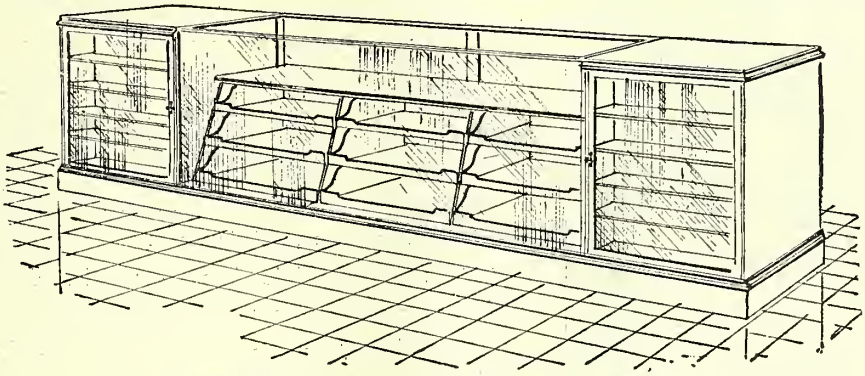
Telephone : CLERKENWELL 2191 *Telegrams : JOSIPHIAH, SMITH, LONDON*



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COMPLETE SET OF FITTINGS

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For the **MODERN PHARMACY.**

Shop Fronts, Show Cases, Exhibition Cases, Counter Cases, Counters, Wall Cases, Glass Signs, etc., etc.

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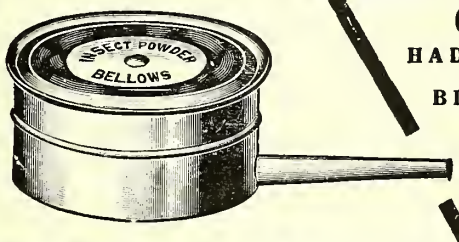

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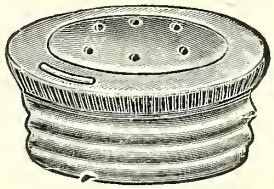

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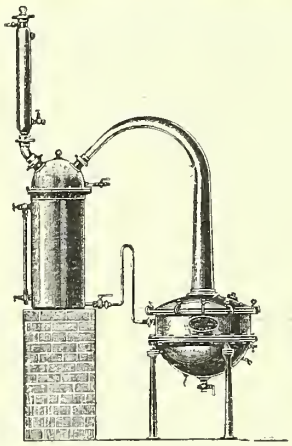

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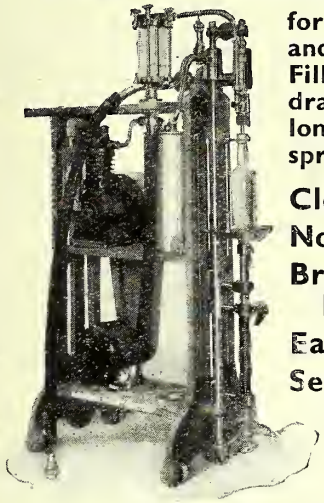

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Clean and Rapid
No Over Filling
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Easy to Clean
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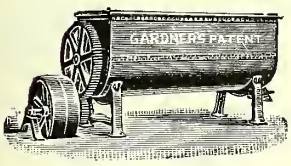
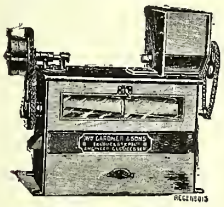
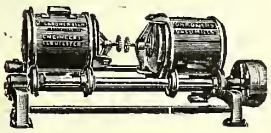


Patent "Rapid" Mixer.



Patent "Rapid" Sifter.



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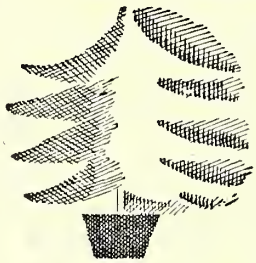

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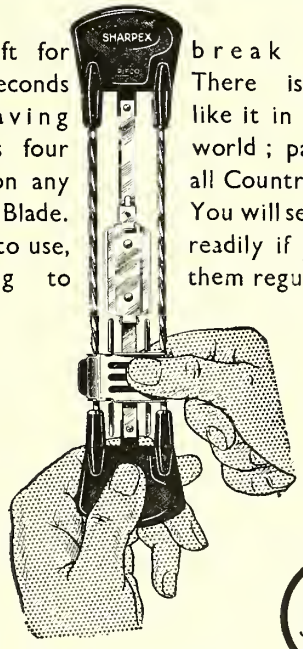

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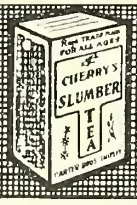

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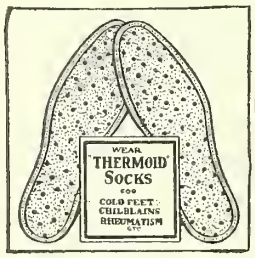

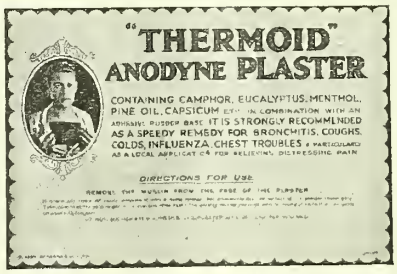

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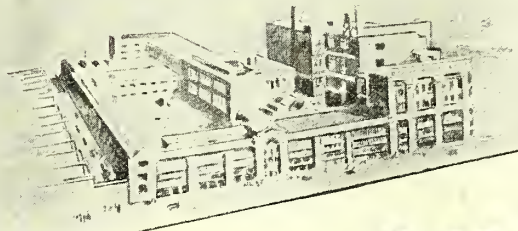

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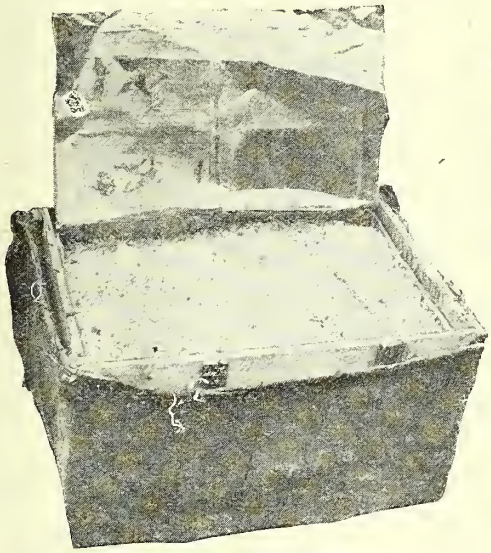

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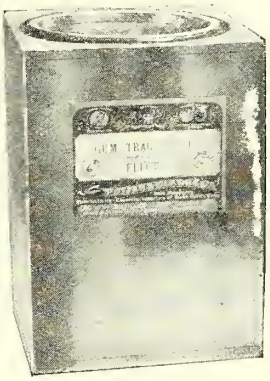

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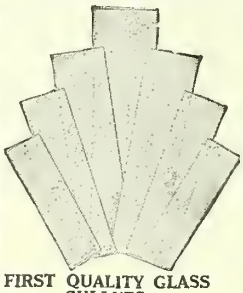

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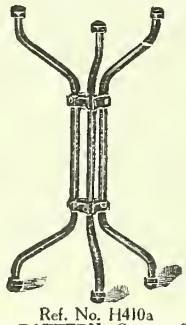
30"×8"	4/6	30"×12"	5/6
36"×8"	5/3	36"×12"	6/6
42"×8"	6/3	42"×12"	8/6



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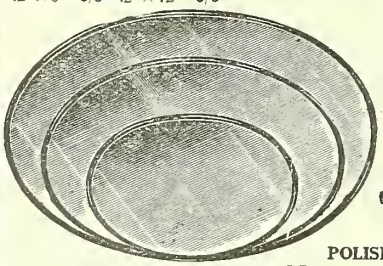

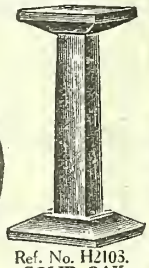

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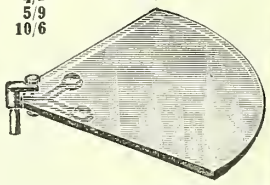
14"×10"	2/2	24"×18"	5/9
16"× 9"	2/6	30"×20"	10/6

No. 9017. **For connecting two Glass shelves.** Heavy nickel-plated finish. **10/6** doz.



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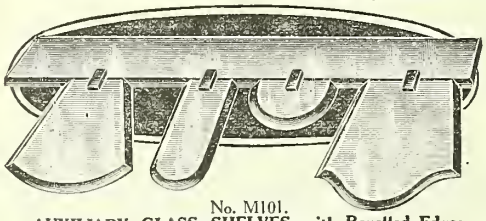

No. M101.
AUXILIARY GLASS SHELVES with Bevelled Edges.

No. 1 Shape	No. 2 Shape	No. 3 Shape	No. 4 Shape
7¼"×7"	6"×3"	4"×2¼"	8¼"×8"
2/- each	1/- each	9d. each	2/6 each

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Size	Per doz.	Size	Per doz.	Size	Per doz.	Size	Per doz.
4"×2½"	6/-	5"×3"	6/6	6"×3"	7/-	6"×4"	8/-
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	Retail	Chemists
¼-lb. tins	1/- ea.	9/- dozen
½-lb. tins	2/- ea.	18/- dozen
1-lb. tins	3/6 ea.	31/6 dozen
5-lb. tins	12/6 ea.	112/- dozen

MIRIAM'S FOOD

THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

The official organ of The Pharmaceutical Society of Ireland, The Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in Overseas Dominions

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28 ESSEX STREET, STRAND, LONDON, W.C.2

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VOL. 117. NO. 2755 NOVEMBER 26, 1932

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News of the Week

Import Duties Act, 1932—Sudan Exports

All classes of merchandise grown, produced or manufactured in, and consigned from, the Sudan have hitherto been considered not to be liable to any duty under the Import Duties Act, 1932. We have been officially advised that as from November 30 next shipments of all classes of merchandise from the Sudan arriving in this country will be treated as foreign goods and will be liable to the duties in operation at the time of report. This ruling will affect gum acacia and senna.

Customs Drawback Rules

H.M. Customs have issued a pamphlet giving particulars of their Statutory Rules and Orders, 1932, No. 929 on drawbacks of duty. Copies may be obtained from H.M. Stationery Office, Kingsway, W.C.2, price 1d.

Dangerous Drugs (Consolidation) Regulations, 1928

The Home Secretary has issued, as on November 11, the Dangerous Drugs (Exempted Preparations) Amendment Regulations, 1932 (S.R. & O., 1932, No. 933: Stationery Office, 1d.), which supersede the Provisional Regulations to the like effect dated September 28. The Schedule is identical with that of the Provisional Regulations (*C. & D.*, October 8, p. 433), and replaces the list in the Third Schedule of the Dangerous Drugs (Consolidation) Regulations, 1928.

British Pharmaceutical Conference, 1933

We have received the following letter from Mr. A. R. Melhuish, chairman of the London Executive Committee of the British Pharmaceutical Conference, 1933:—

"At the recent meeting in Aberdeen an invitation to the Conference to visit London in 1933 was accepted. The date will be the week commencing July 24, 1933. Active arrangements are now in hand to ensure that the London Conference shall be a notable success. We hope to welcome our provincial colleagues in large numbers, and we can assure them of a most cordial welcome. The duty of welcoming these visitors is not confined to the London Executive alone: it is the privilege of every chemist in the metropolis. London chemists will have received a letter from the Local Executive telling them how they may help towards the success of the meeting. I ask them on behalf of their Executive to consider it carefully and sympathetically."

The British Health Resorts Association

The British Health Resorts Association has been formed in view of the unique opportunity which has arisen for developing and utilising the health resorts of the British Isles. Its chief aims are to formulate the medical case for the British health resorts in the prevention and cure of disease, with special reference to establishing their equality with, and in many cases their superiority over, corresponding facilities on the Continent, and to make this information known to the medical profession and to the public as well as to municipal councils and other public bodies, proprietors of hotels, bathing establishments, etc., with information and guidance as to what is required to make their accommodation efficient and satisfactory in every way. On November 22 the inaugural luncheon of this movement took place at the Ritz Hotel, London, W.1, presided over by Lord Meston. The Rt. Hon. Sir Edward Hilton Young, Minister of Health, proposed the toast of "The Association," impressing upon medical men and the public that we have in this country facilities of equal value in scientific and medical aspects to those they have abroad. As Minister of Health he stressed the importance of health resorts promoting their facilities as a business proposition; they must advertise, and they must develop their facilities. Sir Thomas Horder replied. Lieutenant-Colonel R. H. Elliot said

that £30,000,000 has been spent annually by our people going to the Continent, while the advantages of travel and treatment in our own land outweigh those derivable abroad. Earl de la Warr, Parliamentary Secretary, Ministry of Agriculture, expressed the assurance that his own district at Bexhill, as most other resorts, would be glad to respond to the Association's appeal. Dr. Fortescue Fox stressed the importance of the cult of hydrology and climatology as the preventive and cure of most of our ills. The appointment of Dr. Alfred Cox, ex-secretary of the British Medical Association, as secretary to the British Health Resorts Association is an omen of success.

Inquests

At Thetford, recently, David Robert Thomas Parry, aged eight, son of Mr. David Parry, chemist and druggist, was killed by a lorry while attempting to cross Bridge Street. At the inquest a verdict of "Accidental death" was returned, the coroner, jury and police expressing their sympathy with Mr. and Mrs. Parry.

An inquiry was concluded at Martock, recently, concerning the death of Mr. James A. Owens, chemist and druggist, who was found dead on the floor of his shop. Analytical evidence showed that hydrocyanic acid had been taken. The jury returned a verdict to the effect that the acid was self-administered, but that there was insufficient evidence to show the state of mind of the deceased at the time.

The Paddington (London) coroner held an inquest, on November 21, on the body of Mrs. Winifred Johnes, aged sixty-seven. The evidence of a son showed that Mrs. Johnes had been a drug addict for about thirty years, and after being cured of morphine addiction she took "various narcotic drugs." He had made every effort to persuade her to give them up, and had warned a local chemist not to supply her with medinal and to inform him if she purchased a bromide. Death was apparently due to an overdose of potassium bromide. A verdict of "Suicide while of unsound mind" was recorded.

Sheffield

Mr. H. M. Burdall, governing director of Burdall's, Ltd., manufacturing chemists, headed the poll in the recent by-election in the Hallam ward of the City Council.

The Council of the University of Sheffield has raised the status of the department of botany by the creation of a chair, to which Mr. B. H. Bentley has been appointed. Professor Bentley has served the University for many years as lecturer in botany.

Miscellaneous

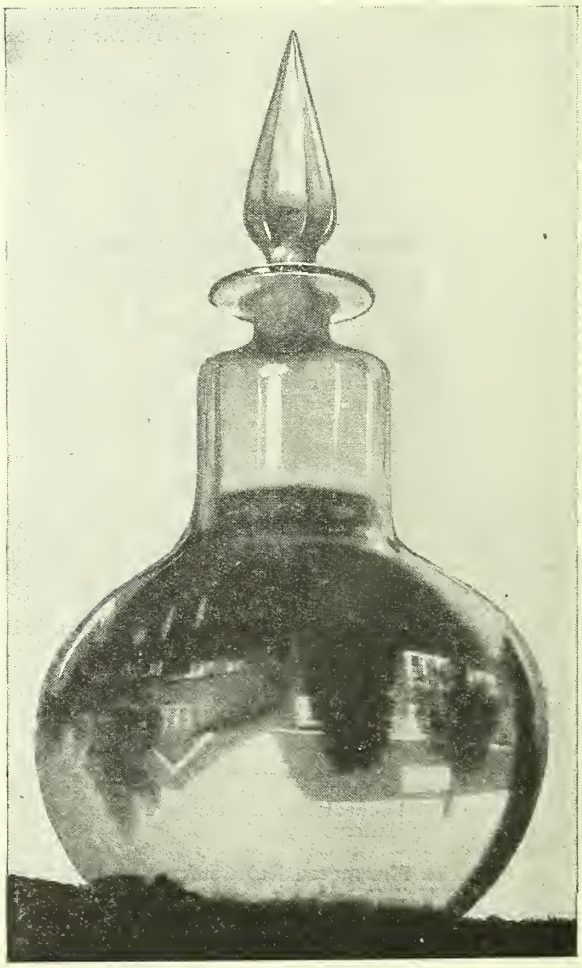
Hockey.—The Ipswich Chemists' Hockey Club (mixed team) met the Severalls Club at home on November 16. The chemists led with a score of 2—0 at half-time, and during the second half their opponents brought the score level. The last shot of the match gave the Severalls team the lead with a score of 3—2.

Catholic Pharmaceutical Guild.—A meeting of the Catholic Pharmaceutical Guild was held on November 20, Mr. James Thomson in the chair. The enrolment of eight new members was approved. The meeting congratulated Mr. Bernard Murphy on his election as an examiner by the Pharmaceutical Society of Ireland (*C. & D.*, November 19, p. 609). A donation of £20 as a nucleus for a benevolent fund was received through Mr. E. J. Raynor; a committee was appointed to administer the fund. A paper on "Kenya Colony and Protectorate" was read by Captain R. Stanley.

Proprietary Articles Trade Association.—In accordance with custom the names of four members of the retail section of the Council of the Proprietary Articles Trade Association who are to retire this year have been chosen by ballot. The four retiring members are Mr. N. N. Armitage, Mr. J. E. French, Mr. J. Milner and Mr. J. Smith, all of whom are eligible for nomination and re-election. It is open to members of the retail section of the P.A.T.A. to nominate candidates for the four vacancies. Nominations will be received by the secretary, 43 Gordon Square, London, W.C.1, up to December 5.

British Science Guild.—The Norman Lockyer lecture of the British Science Guild was delivered in London, on November 22, by Sir Frank Smith, secretary of the Department of Scientific and Industrial Research. Sir Frank Smith dealt with the relation of research to economic problems, and especially to the national balance sheet; if, he said, we were to pay our way in the future, our products must continue to be as good as or better than those of our competitors, and our prices must not be higher.

Assault and robbery. — At the Central Criminal Court, London, on November 23, Alfred S. Goodman, Richard Perry and Alfred Littlechild pleaded "Guilty" to robbing Mr. H. E. Wooster, chemist and druggist, Haverstock Hill, N.W., on October 15, and to another charge (*C. & D.*, October 29, p. 513). Goodman was sentenced to four years' penal servitude and twenty strokes with the birch; Perry to three years' penal servitude and twelve strokes with the "cat"; and Littlechild to eighteen months' imprisonment and sixteen strokes with the birch. In passing sentence, the Recorder said that had it not been for the extreme bravery of Mrs. Wooster, Goodman would have got away. He directed that a reward of £5 should be paid to Mrs. Wooster.



REFLETS DANS L'EAU

A Photographic Study at the Pharmacy of Mr. A. Wilson Tew, Kirby Muxloe, Leicestershire

Scottish Notes

Aberdeen

Mr. John Rose, who died in Aberdeen Royal Infirmary recently, was employed by William Paterson & Sons (Aberdeen), Ltd., wholesale druggists, as senior warehouseman. Mr. Rose was well known to local chemists.

A meeting of the Pharmacy Social Circle was held in the School of Pharmacy, Robert Gordon's Colleges, on November 16, when Miss H. M. Bailey, of the Aberdeen Photographic Association, addressed members and friends on "A Sassenach in Scotland." The lecture, which was greatly appreciated, was illustrated with lantern slides from Miss Bailey's own photographs. Mr. G. F. Davidson (president of the Circle) occupied the chair, and a vote of thanks was proposed by Mr. J. M. Grant.

Brevities

The Scottish Medical Defence Union, Ltd., has been registered as a public company "to protect the interests of qualified medical and dental practitioners, etc."

A correspondent (19/11) sends us the following historical information on the Hebridean kelp industry:—"The commercial prosperity of the Hebridean kelp manufacture would seem to have reached its zenith at the beginning of the Nineteenth Century. During the Napoleonic war the output rose to nearly 6,000 tons annually and the price to £16 per ton. The material for this manufacture covered some 50,000 acres lying below water at high tide. The manufacture of kelp was carried on under a system of protective duties which prevented a competition by barilla and other forms of alkali; when that system became modified and finally overthrown, the industry received a series of shocks, fell suddenly in amount, struggled fitfully, and finally succumbed. From a letter written in 1829 to Lord Glenelg by a former Hebridean landowner, it is learned that up to the year 1822 considerable duties were levied on barilla, pearlash, etc., but in that year the duty on salt was lowered from 15s. to 2s. per bushel. Shortly afterwards the impost on barilla was considerably reduced. This measure was quickly followed by the repeal of the remainder of the salt duties (duties which had lasted more than 130 years) and of the duty on alkali made from salt. Close upon this followed a considerable reduction in the duty on pot- and pearlash, and the entire removal of that on ashes from Canada; this step was accompanied by a reduction in the duty on foreign sulphur from £15 to 10s. per ton."

Irish Notes

Dangerous Drugs (Consolidation) Regulations, 1928

The "Belfast Gazette" of November 18 contains an Order made by the Minister of Home Affairs for Northern Ireland under Section 7 of the Dangerous Drugs Act, 1920, amending the list of preparations in the Third Schedule to the Dangerous Drugs (Consolidation) Regulations, 1928. The Order provides that the list of preparations given shall be substituted for the list of preparations in the Third Schedule to the Principal Regulations. The list is identical with that printed in the *C. & D.*, October 8, p. 433.

Visit to Works

A party of students of the Licentiate class of the Pharmaceutical Society of Ireland's School of Pharmacy visited the works of Boileau and Boyd, Ltd., wholesale druggists, 93, Bride Street, Dublin, on November 16. The students were accompanied by Mr. T. J. Smith, M.C.P.S.I., and were received by Mr. A. A. Brunker, M.P.S.I. (managing director of the company). After a welcome the party toured the various departments, commencing at the drug lofts, where crude drugs of every description are stored. The "dry" section was then inspected and the party proceeded to the "sundries" department, where great interest was shown in the large stocks of serums held. In the "wet" room the students were impressed by the large variety of galenicals filled and ready for dispatch. After seeing the store for "heavy wets," town and country dispatch, and the contracts departments, the party moved on to the manufacturing laboratory where Mr. Donald Boyd, M.A., F.C.S., showed a number of interesting operations. The drug mill was next inspected, and then the steam laboratory, where the working of an alcohol-recovery still was demonstrated. The party afterwards proceeded to the private laboratory, where samples of all the finished preparations are standardised prior to storage. Simple analyses were carried out by way of illustration. In the last department visited the students watched with interest the working of a gravity conveyor which brought the finished articles to the country dispatch department.

Brevities

Mr. B. P. Hickey, M.P.S.I., is opening a pharmacy at Main Street, Rush, co. Dublin.

A cup for the best baby was presented at Bangor Show by J. S. Balmer, Ltd., chemists.

Mr. James MacCormack, M.P.S.I., The Medical Hall, Wexford, has recovered from his recent severe illness and is now regaining health.

The Limerick County Committee of Agriculture has sanctioned a scheme for the sowing and cultivation of medicinal herbs, and has contributed towards it.

At a committee meeting of the Dublin Branch of the Photographic Dealers' Association, Mr. John Smith, M.P.S.I. (Terenure), was re-elected chairman, and Mr. Philip A. Brady, M.P.S.I. (Dublin), secretary.

Summoned at Dungiven Petty Sessions for failing to comply with a notice requiring him to send his two children to school, a man, in support of his plea that the children were ill, produced a medicine bottle. He said he had not a medical certificate, but the doctor told him if he produced the bottle it would do as well. The Bench declined to accept the plea.

The Therapeutics Substances Bill has been passed through the Dail in all stages. An additional section was added to the Bill during the Committee Stage, giving the Minister for Local Government and Public Health power to grant an import permit to any registered medical practitioner to import specified quantities of therapeutic preparations in cases of urgency. The Control of Prices Bill has also passed its final stage in the Dail.

In the Irish Free State, in common with Great Britain and other countries, there is a tendency among chemists to get away from the old style of pharmacy, to the more modern type of premises, with their more ornate frontages and attractive interiors. This progressive movement is not confined to cities, such as Dublin, Cork, Waterford and Limerick. In many of the smaller provincial towns chemists are finding it worth while to spend more in providing modern business premises.

Belfast

Mr. R. F. McCartney, J.P., Ph.C., and Mr. Robert Hastings, J.P., Ph.C., had the honour of being presented to H.R.H. the Prince of Wales on his recent visit to Belfast.

The King's Speech, read at the opening of the Parliament of Northern Ireland in Belfast on November 22, announced that the Government intended to introduce a Bill in the forthcoming Session dealing with "dangerous" drugs.

Mr. R. I. Edwards (president of the Pharmaceutical Society of Northern Ireland) and Mrs. Edwards were among those officially invited to the opening of the Northern Parliament building, at Stormont, by the Prince of Wales, and also to the reception in the City Hall. Mr. Fred Storey (president of the Chemists' and Druggists' Society of Ireland), was also present.

Business Changes

Mr. W. H. E. Barnes, chemist and druggist, is opening a new pharmacy at 12 Bridge Street, Peterborough.

The new telephone number of Rudduck & Co., shopfitters, 219 Old Street, London, E.C.1, is Clerkenwell 2371.

Skuse & Co., Ltd., manufacturing chemists, have removed to 21-23 Eagle Street, London, W.C.1. Telephone: Holborn 9941-2-3.

Provincial Incandescent Fittings Co., Ltd., Pifco House, High Street, Manchester, have opened showrooms and offices at Gray House, 150 Charing Cross Road, London, W.C.2.

Stephenson & Ralph, Ltd., chemists, 109 Parliament Street, Burnley, have purchased the business of B. Cowgill (Mr. H. R. Brown, chemist and druggist), 48 Manchester Road.

The address of Burt, Boulton & Haywood, Ltd., disinfectant manufacturers, has been changed to Brettenham House, Wellington Street, Strand, London, W.C.2, as from November 26.

Coming Events

Monday, November 28

Guild of Public Pharmacists, Liverpool Branch, Royal Institution, Colquitt Street, at 8 p.m. Mr. John Rae on "The British Pharmacopœia, 1932."

Wednesday, November 30

Edinburgh Chemists', Assistants' and Apprentices' Association, 36 York Place, Edinburgh, at 8 p.m. Opening meeting. Inaugural address by Lieut.-Col. W. Glen Liston, C.I.E., M.D., D.P.H., on "Vaccines: Their Preparation and Uses." Presentation of prizes in the Cumming, Dey, McDonald, and Ewing competitions.

Liverpool Chemists' Association and Liverpool and District Branch of the Pharmaceutical Society, Adelphi Hotel, at 7.30 p.m. Annual smoking concert in aid of the Benevolent Fund. Address by Mr. H. N. Linstead (secretary of the Pharmaceutical Society).

London College of Pharmacy, Waldorf Hotel, Aldwych, London, W.C.2. Annual reunion dinner and dance. Dinner 7 p.m. for 7.30 p.m., dancing till 1.30 a.m. Tickets, 9s. 6d., from the social secretary. Third annual general meeting of "The Old Cyanides" at 9.15 p.m.

National Pharmaceutical Union, Devon Branch, Chamber of Commerce, Exeter, at 4 p.m. Annual meeting.

Pharmaceutical Society of Great Britain, Exeter and District Branch, Chamber of Commerce, Exeter, at 3 p.m. Annual meeting.

Pharmaceutical Society of Great Britain, Newcastle and Northumberland Branch, Binn's Café, Market Street, from 8 p.m. until midnight. Whist drive and dance. Tickets, 3s. 6d. (including refreshments), from Mr. A. E. Harris, 20 Grainger Street West, Newcastle.

Pharmaceutical Society of Great Britain, West London Branch, Stewarts' Restaurant, 50 Old Bond Street, London, W.1, at 8.30 p.m. Mr. E. H. Simmons (a member of the Society's Council) on "Service."

Thursday, December 1

Manchester Pharmaceutical Association and Manchester, Salford and District Branch of the Pharmaceutical Society, Victoria Hoted, Deansgate. Meeting. Dr. A. W. Downie (Lecturer in Bacteriology, Manchester University) on "Sera and Vaccines in the New B.P."

South-Eastern (London) Associations, Chiesman's Restaurant, Lewisham. Ladies' night. Tickets, 3s. 6d. each (including refreshments), from the secretary, Mr. E. Oswald Wells, 28 Felhampton Road, London, S.E.9.

Cheltenham Pharmacy Ball.—The annual pharmacy ball under the auspices of the Cheltenham and District Branch of the Pharmaceutical Society, in aid of the Benevolent Fund, will be held in the Town Hall, Cheltenham, on Thursday, December 8, from 8.30 p.m. until 2 a.m. Tickets, 5s. 6d. each, from the dance secretary, c/o Beetham & Son, Imperial Lane.

Topical Reflections

By Xrayser

A Code System,

such as that which has been the means of tracing stolen supplies of a proprietary (*C. & D.*, November 12, p. 596), has much to commend it, and I can imagine that the Proprietary Articles Trade Association would welcome the adoption of a similar system by manufacturers of other proprietaries. Code marks on goods are usually, I believe, of a general character except in cases where special arrangements are made to watch the supplies received by particular customers. A consequence of this is that facility for tracing the source or sources of suspected goods, when offered for sale by cutters, or in other circumstances where definite knowledge of the source of supplies is important, is lacking more often than not. In the present instance, however, the system prevailing appears to be one which enables the manufacturers to state definitely that particular packages must have passed through the hands of particular customers.

Rouge Application,

as explained by Mr. Redgrove (p. 612), is something much more than dabbing on the skin a suitably tinted powder, and I am interested to note that he indicates specialisation by chemists in this direction as a likely way of increasing profits. Apart from the formulas and practical suggestions it contains, Mr. Redgrove's article is distinguished by a number of forthright statements, particularly in the introductory paragraph. It comes home to one as amusingly correct to be told that white skins, properly so described, are nonexistent, and it would hardly do to tell our lady customers that their skins are not white, but tend to yellow or blue, as the case may be. Yet such statements would be fully justified by fact, and our skill as toilet chemists must be based upon realisation of the actual state of affairs. Most important of all is the idea underlying Mr. Redgrove's exposition, that opportunity presents itself in the direction indicated for us to convert our customers into clients who are most unlikely ever to desert us so long as we continue to treat them skilfully and well.

If Pharmacy

is the compounding and dispensing of medicines, it is only part of the business of the chemist and druggist, and the two things are not synonymous. So insists a friend who chafes at the idea that there can be such an occupation as "retail pharmacy." He also presses upon me consideration of the point that, inasmuch as the practice of pharmacy is a purely personal function, if the exercise of that function can properly be described as "retail pharmacy," the dispenser of medically prescribed medicines in a wholesale house must necessarily be a "retail pharmacist." It seems a great pity that the qualifying word "retail" should be needlessly, incorrectly and increasingly thrust before that denoting our professional qualification, and I am surprised to observe how speakers and writers, otherwise well-informed, fall into the error of doing this. It is not only incorrect but in the worst of bad taste, says my worthy friend, for how, he asks, shall we ever force recognition of the professional side of our calling if we acquiesce in the majority of those who practise it being described as "retail" pharmacists? A pharmacist is a pharmacist, wherever or however, he may be employed, and the adjectival "retail" is as incorrectly applied in his case as it would be to a lawyer, doctor, or clergyman.

Legal Reports

Interim Injunction Granted.—In the Chancery Division of the High Court, London, on November 18, before Mr. Justice Eve, Aspro, Ltd., moved for an interim injunction to restrain C. C. Harrison, Ltd., trading as the Paddington Green Pharmacy, Church Street, Paddington, W.2, from infringing their trade mark in Aspro, from using other words only colourably different from Aspro for the purpose of passing off as Aspro a medicinal preparation not of the plaintiffs' manufacture, and for other relief. It was stated by counsel for the plaintiffs that at defendants' shop was exhibited an advertisement sent out by plaintiffs, which read "Get your Aspro here." When a messenger from plaintiffs asked for Aspro she was told that Aspro was not stocked, and a bottle containing tablets and bearing the word in ink, "Aspra," was handed to her. Another messenger asking for Aspra was handed a bottle containing that word on the label. On a notice in the window were the words "Aspra tablets similar prescription to Aspro," and on the counter in the shop was a large bottle of tablets similar to those sold by the plaintiffs. That bottle bore a label on which were the words "prepared from the formula of the famous Aspro tablets." The defendants did not appear, and his lordship, in granting Aspro, Ltd., an interlocutory injunction to restrain the defendants from infringing their trade mark in Aspro, said that if there was any allegation of passing off after this they could bring another motion about the matter.

New Companies

and Company News

P.C. means Private Company and R.O. Registered Office.

Clares Pharmacy, Ltd. (P.C.).—Capital £100. Objects: To carry on the business of chemists and druggists, etc. R.O.: 75 High Street, Slough.

Sellit, Ltd. (P.C.).—Capital £2,500. Objects: To adopt an agreement with Margaret L. T. Green, and to carry on the business of soap dealers and manufacturers, etc. R.O.: 3 Lincoln's Inn Fields, W.C.2.

Rattoscine, Ltd. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers and suppliers of preparations for the extermination of rats and other rodents, etc. R.O.: 128 Bush House, Aldwych, W.C.2.

Fluorescent Zinc Oxides, Ltd. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in zinc and other oxides, and particularly fluorescent zinc oxides, etc. R.O.: 35 Surrey Street, Strand, W.C.2.

Doncaster Coal Distillation, Ltd. (P.C.).—Capital £100. Objects: To carry on the business of distillers of coal, manufacturers of by-products from coal, gas makers, oil distillers, tar manufacturers, etc. Solicitors: B. A. Woolf & Co., 31 Lombard Street, E.C.3.

Owen & Green, Ltd. (P.C.).—Capital £500. Objects: To acquire the business of chemical engineers now carried on by H. P. Owen and W. H. Green at 323 Tower Buildings, Liverpool, as "Owen & Green." R.O.: 323 Tower Buildings, Water Street, Liverpool.

En-zet, Ltd. (P.C.).—Registered in Edinburgh. Capital £2,000. Objects: To carry on the business of manufacturers, importers and exporters of drugs, chemicals, synthetic preparations, medicinal, toilet and sanitary preparations, etc. R.O.: 33A Gordon Street, Glasgow.

F. Baker-Stanwell, Ltd. (P.C.).—Capital £3,000. Objects: To adopt an agreement with F. A. Page, trading as F. Baker & Co, and to carry on the business of wholesale, import, export and retail soap and perfumery and brush manufacturers and dealers. R.O.: Camgate Works, Stanwell, Middlesex.

Aborkil Veterinary Remedies, Ltd. (P.C.)—Registered in Dublin. Capital £3,000. Objects: To acquire the business of manufacturers of veterinary medicines, disinfectants and dressing, now carried on by T. Mullaly, J. Walsh, D. Harnett, M. Colbert, R. O'Grady and J. Cullinan, trading as "Aborkil Veterinary Remedies," at Feenagh, co. Limerick.

Metcalf & Spreckley, Ltd. (P.C.).—Capital £1,500. Objects: To acquire the business of chemists now carried on by the trustees of the will of the late R. A. Metcalf at 5 Norfolk Street, King's Lynn, as "R. A. Metcalf," and to carry on the business of chemists and druggists, manufacturers of patent medicines, perfumes, soaps and toilet and sanitary requisites, etc.

The Scottish Medical Defence Union, Ltd.—Company limited by guarantee. Objects: To support and protect the character and interests of qualified medical and dental practitioners whose names appear on the official register issued, published and authorised by the British Medical Council and the Dental Board of the United Kingdom. Solicitors: Findlay, McClure & Co., 68 St. Vincent Street, Glasgow.

The Moore Carbonizing Co., Ltd. (P.C.).—Capital £25,000. Objects: To acquire, work and turn to account patents relating to the distillation, reduction, transformation, calcination or extraction of vaporisable matter from coal, shale, wood, peat and other fragmentary carbonaceous material, and in particular to acquire all or any of the rights, assets and liabilities of the Low Temperature Carbonization Syndicate. Solicitors: Mason & Moore Dutton, Chester.

Voluntary Liquidation

John R. Randall & Co., Ltd., 7 Iona Parade, Cippenham, Slough, chemists and druggists. The statutory meeting of the creditors was held recently at the Cannon Street Hotel, London, E.C., when the statement of affairs showed liabilities of £468 1s., all due to sundry creditors. The assets consisted of fixtures and fittings £131 3s. 1d., put down at £20; stock, £120, valued at £60; and cash at bank 4s. 1d., making a total of £80 4s. 1d. After allowing £47 10s. for preferential claims, the net assets were £32 14s. 1d., or a deficiency of £435 6s. 11d. It was reported that the company was formed in February, 1929, with a nominal capital of £500, of which £350 was issued. The first year's trading showed a net loss of £143 on a turnover of £861. In the second year the turnover was £1,133, and there was a net loss of £121. The present position was attributed to heavy overhead expenses and unemployment in the district. Negotiations were now pending for the disposal of the shop as a going concern, and it was hoped that an offer would be received that would show the creditors a fairly substantial dividend. A resolution was passed in favour of the appointment of Mr. H. S. Rubin, accountant, 1 Bloomsbury St., London, W.C.1, as liquidator, with a committee of inspection.

Gazette

Partnership Dissolved

Radford, H. M., Limb, E., and Sanderson, J. W., Low Street, Sutton-in-Ashfield, Nottingham, chemists and druggists, under the style of M. Radford, so far as regards J. W. Sanderson.

Bankruptcy Acts

Receiving Order

Cummins, D., 3 Cavendish Road, and 29A Bedford Road, and lately at 122 Guildford Road, Birkdale, Lancaster, chemist and druggist.

Dental Board

of the United Kingdom

THE twenty-third session of the Dental Board of the United Kingdom opened at 44 Hallam Street, London, W.1, on November 9, the chairman (the Rt. Hon. Sir Francis Dyke Acland, Bart., M.P.) presiding. Following notification of the appointment of Mr. N. Bishop Harman, M.B., F.R.C.S., as a member in place of Sir Holburt Waring came the

CHAIRMAN'S ADDRESS

Sir Francis Dyke Acland, after a reference to recent changes in the *personnel* of the Board, dealt with matters which had been discussed by the Discipline Committee since the previous meeting. One of these was the simplification of procedure in cases in which the conduct of a panel dentist falls within the Board's jurisdiction. The suggestion was that appropriate cases might at once be reported to the Board without a preliminary inquiry by the Ministry of Health; this course would not prejudice the position of the Dental Benefit Council. An arrangement on these lines has been made. Another matter was the signing of dental benefit forms containing statements not strictly true. It was recommended that this be dealt with by the issue of supplementary paragraphs to the "Warning Notice." A third topic was the issue of circulars of any of the following types:—

(i) A teeth institute sends circulars to its patients asking them to look in and inspect dentures made of a wonderful substance which has been newly discovered; (ii) another dentist proposes to send his patients, not with his account but as a separate document, a circular letter saying that in view of the present hard times he proposes to allow a discount on all accounts which are paid promptly; (iii) cards headed "Please take one," announcing a reduction of fees "to meet present financial conditions," are placed in a dentist's waiting room.

The chairman, in general terms, advised dentists not to adopt any of these courses or others resembling them. On the agenda was a recommendation that the retention fee for the year 1933 be £3, and for 1934 £3 10s., except for the two years following registration.

DISCIPLINARY CASES

The hearing of a charge of "covering" an unregistered person resulted in the decision that the name of the respondent, Mr. Walter Collier, 39 Upper North Street, London, E.14, should be removed from the Register.

Another case was that of Mr. Wilfred Henry Weeks, 42 Prince of Wales Road, Norwich, who had been summoned following convictions for various offences in connection with the sale of liquor and with betting. It was decided that his name should be erased from the Register.

EXTENSION OF WARNING NOTICE

The following addition to the Warning Notice of February 1927 was adopted, subject to the approval of the General Medical Council:—

FALSE CERTIFICATES ON DENTAL BENEFIT LETTERS

(*a*) Any registered dental practitioner who shall be shown to have signed or given under his name and authority any certificate of completion of treatment in the form set out in Part E of the Dental Letter contained in the Third Schedule to the National Health Insurance (Dental Benefit) Regulations, 1930, or any other certificate, notification, report, or document of a kindred character, required for the purposes of the administration of dental benefit, which is untrue, misleading or improper, is liable, on proof of the facts, to have his name erased from the Dentists Register.

(*b*) Any registered dental practitioner who shall be shown to have induced or knowingly permitted any patient of his, being a member of an approved society, to sign the form of certificate set out at the end of the said Dental Letter before the treatment (including the delivery of dentures) is completed is also liable, on proof of the facts, to have his name erased from the Dentists Register.

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

Local Reports

Blackburn.—At a meeting of Blackburn Insurance Committee on November 9 it was reported that six test prescriptions had been taken during the month, and the analyst's report showed that all were accurately dispensed. Mr. E. Hindle said dispensing had now reached a very high level, and inaccuracies were rare. It was reported that St. Helens Insurance Committee had requested Blackburn's support in the view that the proposed revocation of Clause 4 (4) of the chemist's terms of service was a retrograde step. Mr. W. H. Lightbown, chemist and druggist, supporting the resolution, said the matter had received the careful consideration of pharmacists throughout the country. He was definitely of the opinion that it would be a retrograde step to allow any chemist to give a gift or reward as an inducement. Ald. Heyes said he saw no reason for maintaining the clause. The existing regulations were likely to hamper and restrict competitive trading. The offer of a gift or reward as an inducement to business was no new feature, and he could not see what adverse effect it could have upon the dispensing service. If large multiple firms of dispensing chemists, or a co-operative society with a dispensing establishment, offered a reward or dividend to insured persons in return for their prescriptions, what derogatory effect, he asked, could it have upon the service? The resolution, he said, savoured of an attempt to limit the trading activities of co-operative societies and kindred organisations, and to place them in a detrimental position compared with that of the private trader. It was a surprise to him, having defended co-operative principles for thirty years, to hear from private enterprise that co-operative dividends were placed in the same category as tips and bribes. Mr. T. Duckworth thought gifts or rewards in return for insurance prescriptions did not directly concern co-operative societies. An insured person would not take his prescriptions to be dispensed at a co-operative pharmacy in preference to a private chemist solely on the ground that he would benefit by way of dividends on profits. Dr. F. J. Greeves said the letter merely reiterated the desirability of opposing any attempt to interfere with the terms of service of insurance chemists. Co-operative societies and multiple firms had equal opportunities with the private trader of dispensing insurance prescriptions. He recommended the Committee to support St. Helens Committee on the ground that the expenditure of public funds should be protected against any probable form of abuse. Mr. W. Hayhurst, seconding, said the present system had worked satisfactorily. The motion to support St. Helens Committee was carried by 12 votes to 5.

Middlesex.—At a meeting of the Middlesex Pharmaceutical Committee, held on November 16, it was decided, in connection with the revision of the National Formulary, to assist as far as possible in bringing up to date the list of proprietary articles and drugs of reputed analogous therapeutic effect. It was intimated that the allowance for hire of oxygen fittings was to be increased. Changes in the list of panel chemists were considered and found to be in order. Attention was directed to a case in which a chemist had sent a prescription for a preparation to a wholesale house to be dispensed, thus causing delay in supply to the patient and loss to the chemist himself, since he was only allowed the tariff price for the preparation, whereas the cost to him was greatly in excess of that price. In a further case, where proprietary tablets had been ordered in an insurance prescription by code letters and figures only, without the makers' name, it was decided that this could not be regarded as a proper prescription, since it could obviously not be dispensed by chemists who were not conversant with the meaning of the code mark.

Pitfalls of Publicity

THE recent meeting called by the National Pharmaceutical Union, reported in THE CHEMIST AND DRUGGIST of November 12 (p. 576), must surely provide material for discussion, not only from the point of view of pharmaceutical policy, but also from the advertising standpoint.

A careful study of the topics discussed at that meeting leads to the significant conclusion that what seems to be basically requisite is not merely a publicity scheme to make the public pharmacist-"minded," but also some scheme to overcome pharmaceutical inertia, to make the individual pharmacist (or those who are to be included in the N.P.U. scheme) publicity-"minded." As the secretary of the N.P.U. pointed out in his address, it was necessary to convince members that they needed national advertising. This statement seems to imply that much spade work would be imperative before an organised national publicity scheme for pharmacy could be practicably conducted. Do the pharmacists concerned want the scheme? Apparently they do—this may be inferred from the *questionnaire;* but the estimated forthcoming financial support would probably not tempt an honest-minded advertising agent to launch the scheme. Rather would he advocate a preliminary campaign among pharmacists to educate them as to the value of organised publicity.

Manufacturers' Advertising Costs

Estimated appropriations for proprietary-medicine advertising have recently been published for the months of July, August and September. National Press advertising for fourteen proprietary medicines during the quarter has been computed to cost £186,826, the largest advertiser during this period spending £43,719. The distribution of the computed total appropriation was:—National Press, 54.88 per cent.; provincial papers, 36.80 per cent.; and magazines, 8.32 per cent. The amount expended per month was fairly constant, being for the three months £62,606, £60,131 and £64,089 respectively. Assuming that 50 per cent. of the sales of these medicines to the public are made through the pharmacist, it is obvious that during the quarter under review some £90,000 might be assigned to merchandising through chemists. This was for advertising in the national morning, evening and Sunday papers, provincial morning and evening papers, provincial and suburban weeklies and periodicals, and does not include signs, posters, showcards, booklets, pamphlets and other aids.

An Advertising Bill for Pharmacy

Consideration of these sums places the estimate for a national publicity and advertising campaign for pharmacy at from £50,000 to £100,000 per annum, and this would have to be expended for from two to three years. Maintaining the results accruing from this expenditure would probably amount to something like £20,000 per annum. If proprietary-medicine manufacturers spend, in a quarter, nearly £200,000 to merchandise some fourteen items, what must chemists pay to help themselves effectively by advertising? The question of successful advertising and publicity (a distinction between the two should be made) in its financial aspect turns not on "What can we run a campaign for?" but on "How much are we prepared to spend?" The estimate of £20,000 seems too low to be effective in breaking into new ground. The fact that chemists favour local advertising and publicity, as stated in the report of the meeting, seems to indicate that they do not understand what is the precise object of the campaign. A publicity scheme for pharmacy should follow the policy of the Empire Marketing Board. At the outset the object of their advertising was to make the people Empire-"minded." This has been done successfully, and the marketing and merchandising of Empire produce has had a way paved for it. The propaganda for Empire produce will in the future render easy the merchandising of the products of individual producers in the Empire. To pave a way for the selling of the services of the individual pharmacist, it surely is necessary for an effective campaign to be conducted, first of all, on broad lines. One might ask in what way the N.P.U. scheme is to make the public responsive to an individual qualification. Once the public was M.P.S.-"minded," but they were not educated to it, and this "mindedness" has to a large extent disappeared, because no attempt was made to maintain public interest in the service available or the professional standard of the pharmacist. One member considered that windows and posters were good advertising media, and that a regular series of posters would be useful. Serial advertising in any medium undoubtedly is useful; but, before any plan can be mapped out, before any effective selection of media can be made, the question to be answered is: "What is the precise aim of this advertising?" and then, "What are we prepared to spend to attain this objective?" The aim must be definite and clear-cut.

Further Definition Needed

What seems to be the flaw in the scheme is that the object of advertising has not been concisely set out. The supply of advertising literature and publicity matter for such a thing as a shopping week would amount to wasteful advertising in the early stages of the campaign if this was to be supplied out of the contributions of members participating in the scheme. The average chemist's ideas are too parochial, and it appears to be of immediate necessity that he should be schooled in what publicity for pharmacy means. The N.P.U. should define their terms, "advertising" and "publicity," and then outline a clear-cut plan to utilise all that these terms mean to drum into the public that a chemist is a chemist. Only by making each individual chemist aware what the campaign means and how it is to be conducted can every chemist be enlisted as a mouthpiece for the craft of which he is a member. Every commercial representative of a modern firm receives from the sales manager a "sales talk" on the firm's products, and this he commits to memory for use on the road. The help of every chemist should be enlisted for oral propaganda work; and until the chemist realises the necessity for such a campaign, his personal help will not be secured, nor will his financial assistance be forthcoming readily, nor can it be spent with full efficiency. Until a preliminary campaign among chemists themselves is initiated, in order to make them conscious of being qualified men with a service to offer and of being representatives of a service sales organisation which will bring their qualifications to a greater public, it will probably be wasted effort to embark on an ambitious national campaign. The greater difficulty of this scheme will not be the apathy of the public, but the indifference of the profession.—ADMAN, Ph.C. (21/11).

PARACELSUS AND HYDROGEN.—In a recent letter to the (U.S.A.) "Journal of Chemical Education" (Vol. 9, No. 6), Dr. Leonard Dobbin disposes of the legend that Paracelsus placed on record the evolution of hydrogen during the interaction of sulphuric acid with iron or some other metal. Dr. Dobbin has obtained from the Bodleian Library a photographic copy of the relevant page in the 1589 edition of Paracelsus' works.

VERY CALM.—A pharmacist in a Lancashire town received a visit from a woman customer carrying an illustrated advertisement of a box camera. She wanted to know if the front part only was the camera, or whether it was a "box" with the "camera" inside. Scenting a sale the chemist produced a box camera, and explained its mechanism. When he had finished, the lady commented: "I only wanted to know whether the picture represents 'B' for 'box' or 'C' for 'camera.'" It appeared that she was wondering whether to put "balm" or "calm" in a word competition. The word she wanted had to mean "soothing." The chemist was not exactly soothed by the experience.

Pharmaceutical Society of Northern Ireland

Council Meeting

THE monthly meeting of the Council was held on November 18, the president (Mr. R. I. Edwards) in the chair. There were present also Messrs. John Maxwell (vice-president), H. Todd, S. S. Badger, Samuel Gibson, J. C. Culbert, J. E. Connor, W. S. Taylor, Fred Storey, W. Martin, S. H. Forrest, G. W. P. McCann, H. F. Moore, Professor Small and Dr. Acheson. Miss Kirkpatrick acted as secretary in the absence of her father, Mr. D. L. Kirkpatrick, the PRESIDENT expressing the sympathy of the Council with him in the accident which had confined him to his home.

CORRESPONDENCE

A letter was read from the Ministry of Home Affairs approving the appointment of Mr. R. H. Sloan, M.Sc., of Queen's University, to conduct the Society's examination in physics in December 1932.

The Royal Visit Committee wrote acknowledging the copy of the Society's resolution of loyalty on the occasion of the visit of the Prince of Wales.

Mrs. Mary McCay, the Medical Hall, Castlederg, was granted permission to carry on her late husband's business for a further period, with a manager in charge.

EDUCATION COMMITTEE

A long discussion took place on the minutes of the Education Committee dated October 28, which stated, *inter alia:*—

It was agreed that the certificate of apprentice to a pharmaceutical chemist be granted to the following candidates, who submitted certificates from the undermentioned bodies:—

Senior Certificate Examination, Ministry of Education (N.I.)

Jean Aston Boyd, The Manse, Ahoghill, co. Antrim; Martha Jane Mullan, Foyle View Lodge, Limavady, co. Derry; Cyril Charles Roberts Young, Lareen, Magheraleave Road, Lisburn; John Totten, Tirgracey, Antrim; Gerald Wiley Brownlow, Avoca, Ballinderry Road, Lisburn.

Matriculation Examination, Queen's University, Belfast.

John McClea, Glendermott, Knocklofty Park, Belfast; Sydney Rutherford, 96 University Street, Belfast.

Pharmaceutical Preliminary, Queen's University, Belfast

Walter Guilfoyle, 9 Eccles Street, Belfast; Robert George Anderson, Maycroft, Carnmoney; Patrick Alphonsus Smyth, Ballykeel, Aughagallon, Lurgan; Joseph Anderson, 35 Cardigan Drive, Belfast; Stanley Joseph Coleman, 250 Donegall Road, Belfast; John Robert Gass, Drumgane, Mowhan, co. Armagh.

Matriculation Examination, National University of Ireland

Geoffrey Laurence Vincent King, 70 Gt. James Street, Londonderry; Henry John McCloskey, The Castle, Dungiven, co. Derry; Patrick Andrew McKenzie, Divis Drive, Glen Road, Belfast.

Matriculation Examination Joint Boards of Manchester, Liverpool, Leeds, Sheffield and Birmingham

Seamus McNally, Church Street, Portaferry.

Preliminary Examination, Educational Institute of Scotland

Frederick Robert Johnston, 33 Hillsborough Drive, Belfast; Norman Hamill Knox, 66 Sandymount Street, Belfast; John James Knox, 8 Rutland Street, Belfast.

King's Scholarship Examination, 2nd Division Pass

Robert McGovern, Bready, Strabane, co. Tyrone.

Preliminary Examination, Royal College of Physicians and Surgeons

Thomas Henry Hamilton, 42 Barrack Street, Strabane; Leonard Howarth Breadon, School House, Fivemiletown; Angus Stewart Black, 121 Malone Avenue, Belfast; Thomas McMonagle, Greerstown, Cullion, Londonderry; Thomas John Hagan, 104 Hill Street, Newry; William Alfred Massey, 105 Ormeau Road, Belfast; George Quinn, Ballynaghy, Portadown; Robert Edmund McKnight, Lisbuoy, Beragh, co. Tyrone; Annie Alexandra Burns, Swiss Cottage, Chapel Road, Londonderry; Samuel Pepper, Ashby, Cushendall Road, Ballymena; Richard Russell Harpur, 5 Demesne Avenue, Londonderry.

Junior Certificate Examination, Ministry of Education (N.I.)

Eithne Elizabeth Costello, Moat House, Lisnaskea, co. Fermanagh; Mary Francis Teresa McCambridge, Lansdowne Hotel, Portrush; George McClean, 20 Greenwell Street, Newtownards; William James Mullan, Irishgreen Street, Limavady; Vincent Joseph Garvey, Ballyrath House, Armagh; James McConnell, Ballygowan, Ballynure, co. Antrim; Leslie Charles Blackburn Rea, 93 Eglantine Avenue, Belfast; Annie McErlean, Castle Street, Glenarm, co. Antrim; James McMillan, Liswatty, Coleraine, co. Derry; Robert Victor Campbell, 3 Melbourne Terrace, Coleraine; George Horace Parkinson, The Medical Hall, Draperstown; Bernard McGlade, Evermore, Rosetta Parade, Belfast; Dorothy Hudson, 14 Sagimor Gardens, Belfast; Thomas Henry Lee, 37 Abereorn Road, Londonderry; Hugh O'Hagan, Bracka House, Moneymore, co. Derry; Mary Ethna McSorley, 150 Donegall Pass, Belfast; Kathleen Mary Gilroy, 154 Bishop Street, Londonderry; Patrick McAnallen, 141 Mandeville Street, Portadown; George Victor McMillen, 199 Springfield Road, Belfast; Robert Dill Hay, 39 Foyle Road, Londonderry; Lucinda Kathleen Barrett, Altaturk, Richhill, co. Armagh; Johnston Berry Cochrane Sherman, Balmoral Avenue, Belfast; Alfred Fyffe Wilson, John Street, Rathfriland; William George Gamble, Thorndale, Lisburn.

It was proposed, seconded and resolved that on and after January 1, 1934, the Matriculation examination of Queen's University, Belfast, or any examination accepted by that University as equivalent to their Matriculation examination and the Pharmaceutical Preliminary examination of Queen's University, Belfast, be the only examinations recognised by the Council for the certificate of apprentice to a pharmaceutical chemist, and that Paragraph 4 of Regulation No. 63 be deleted.

It was resolved that book prizes be awarded to students showing merit in pharmacy and practical pharmacy who pass the Final examination as a whole but do not obtain medal marks, the percentage of marks required for this prize to be fixed by the examiners in pharmacy.

It was suggested that in future apprentices should be indentured, and that the forms of indenture should be on similar lines to those used by the Pharmaceutical Society of Great Britain.

Mr. STOREY said the main objection to the adoption of the Matriculation examination as their entrance examination was from the country members of the Council, who stated that they would not be able to get apprentices with the examination. He drew attention to the fact that more than half the fifty-six students mentioned were from the country. They would have to deal with the question of apprentices, but without the assistance of the employers they could do little in the way of reducing the number of apprentices coming into the business. He believed the indenturing of apprentices and confined examinations as suggested by the Committee should be given a trial.

The PRESIDENT said the numbers were increasing every year, and the trade was wondering what they were going to do with all their apprentices.

Dr. ACHESON asked if the fifty-six were likely to get jobs as apprentices.

The ACTING SECRETARY said they had all got positions, as far as she knew.

Mr. STOREY remarked that the fifty-six had since increased to sixty-three.

Mr. CULBERT said cutting off one examination would mean that the candidate would go for the other examination.

Mr. STOREY said the feeling in the trade was that there were too many apprentices.

Dr. ACHESON said it was a moot point whether they should make their entrance examination stiffer than that of the General Medical Council.

Mr. STOREY said they were doing that already.

Mr. GIBSON said the Junior Grade standard was not high enough.

Mr. TODD said the boys in the country were as well educated as those in Belfast, and there would be no difficulty getting apprentices in the country. In the end it would make no difference whether they altered the examination or not. It would be better to raise the standard now.

Mr. CONNOR asked what they had to offer if they raised the standard. If they raised the standard too high they would have another grade gradually formed called herbalists, or something else.

Mr. BADGER said a reasonable time should be given.

Mr. TODD said it was 1934 that was suggested.

The report was adopted, subject to a satisfactory form of indenture being presented by the Law Committee.

The PRESIDENT said they were all of opinion there should be indentures, but the question of their form was another matter.

Mr. CONNOR dissented from the principle of indentures being accepted before they had the form before them.

PROFESSOR SMALL moved, and Mr. CULBERT seconded, that the Law Committee be instructed to draw up a form of indenture on lines similar to those of Great Britain.

DR. ACHESON objected to limiting the matter to Great Britain, and it was eventually agreed that the Committee be at liberty to consider forms in use elsewhere.

The Education Committee further reported that at a recent meeting it was agreed that the certificate of apprentice to a pharmaceutical chemist be granted to the following students who submitted certificates from the undermentioned bodies:—

Junior Certificate Examination, Ministry of Education, Northern Ireland

James Alexander Adams, Kirkinriola House, Ballymena; James Wesley Elmer Kerr, 10 Market Street, Lurgan; Cyril John Stanley Watt, Tyrone House, Dungannon.

Matriculation Certificate, Queen's University, Belfast

James Frederick Lowry, 61 Belmont Church Road, Belfast.

Preliminary Examination, Royal College of Physicians and Surgeons

Thomas James Leslie Ryan, 25 Dargle Street, Belfast.

Senior Certificate Examination, Ministry of Education, Northern Ireland

John Alexander Howard, Church Avenue, Dunmurry.

Pharmaceutical Preliminary Examination, Queen's University, Belfast

Joseph Henry Walls, Waterfoot, Ballymaguigan, Magherafelt.

Professor Small raised the question of the syllabus in pharmacognosy for the June (1933) examination, and it was proposed by him, seconded by Mr. H. F. Moore, and passed: "That the present syllabus in pharmacognosy be interpreted, for the examinations in June 1933 and afterwards, as excluding temporarily all the crude drugs omitted from the B.P., 1932 and as including the microscopic characters given for those retained in the B.P., 1932."

On the motion of Mr. TODD, this report was adopted.

THE OFFICIAL ORGAN

The General Purposes Committee report stated that a letter which had been referred to the Committee from the Council regarding the official journal of the Society was considered, and it was resolved that THE CHEMIST AND DRUGGIST should be adopted as the official journal of the Society.

Mr. CONNOR moved, and Mr. GIBSON seconded, the adoption of the report.

DR. ACHESON said it would be well to start THE CHEMIST AND DRUGGIST on January 1, 1933.

The report was adopted.

PROPOSED HEADQUARTERS

A long discussion took place on a report from the House Purchase Committee regarding the acquisition of a headquarters for the Society. It appeared that the Y.W.C.A. premises in Donegall Square East were still on the market, but the amount asked was beyond what the Committee was prepared to recommend. The matter was eventually referred back to the Committee.

THE DECEMBER EXAMINATIONS

The following were appointed to attend the examinations in December:—First day, Mr. Storey and Mr. Gibson; second day, Sir Thomas McMullan and Mr. Martin; third day, Mr. Moore and Mr. Forrest; fourth day, Dr. Acheson and Mr. Todd.

ANNUAL FEES

Mr. CULBERT moved: "That the Regulation regarding payment of an annual membership fee be rescinded, and that payment of licence fee will include membership and associateship respectively in future."

The PRESIDENT: I am afraid this is out of order. I have looked into the matter carefully, and consider that we cannot interfere with the annual licensing fee. This fee is paid direct to the registrar, Ministry of Home Affairs, who issues a licence for a specific purpose. The question of a reduction in the annual subscription which is paid direct to our treasurer is a different matter.

Mr. STOREY: Would it not be better to wait until Mr. Moore brought in his fully considered proposal, as this was his idea and one of the main planks in his election address?

There was no seconder to the motion.

MEMBERS ELECTED

The following nominated candidates were elected members of the Society:—James Frazer Brown, 76 Shankhill Road, Belfast; William Robinson McNabb, Aughnacloy House, Lurgan; John Stewart Kane, 23 Lincoln Avenue, Belfast; John Gilmore, 5 Roden Terrace, Woodstock Road, Belfast; David Baxter, 225-227 Donegall Road, Belfast; William F. Jackson, Rexall Pharmacy, Cavan; Henry McQuitty, 190 Newtownards Road, Belfast; William Doig, 11 Queen's Square, Belfast.

LAW COMMITTEE

The Law Committee report stated that at its meeting on November 4 Mr. Culbert was in attendance and the following four questions raised by him were considered:—

(1) Is the Council responsible for making Section 18 (3) effective?

(2) Has the Council any *locus standi* in regard to making effective the restrictions in the sale of poisons implied in the Schedules of the Pharmacy Act, Section 3 (1) K?

(3) Is there any reason why the Council should not appoint an inspector (under Section 3 (1) (*b*) and 3 (1) (*k*)) for the protection of the public in connection with the above matters?

(4) Has the Council considered the powers granted under Section 22 (2), and is it prepared to move in the matter?

A letter was read from the Society's solicitors; and in view of the opinion expressed by the solicitors it was resolved that the Council could take no action in connection with queries Nos. 1, 2 and 3, and regarding query No. 4 it has already been decided by the Education Committee that in future apprentices should be indentured.

It was suggested that the Ulster Retail Drug Trade Association should take samples of medicinal preparations sold by grocers and such like traders, and, if found not up to standard, report to the Food and Drugs Inspector. A letter, under date October 11, 1932, from the Ulster Retail Drug Trade Association (*C. & D.*, October 29, p. 520), referred to the Committee by the Council was considered. It was resolved that a joint deputation from the Law Committee (consisting of the president and Mr. Storey) and two members of the Ulster Retail Drug Trade Association should interview the Minister of Home Affairs.

Publicity Scheme for Pharmacy

At Blackburn, on November 15, a representative meeting of chemists from Blackburn, Darwen, Accrington and Preston was held in order to discuss the formation of a National Pharmaceutical Publicity Association.

Mr. Arthur Dobson (president of the Blackburn and District Chemists' Association) introduced Mr. Thomas Hardy (Maryport), a member of the Executive of the National Pharmaceutical Union, and Mr. G. A. Mallinson, secretary of the Union.

The Principal Speeches

Mr. Hardy referred to the advertising schemes of the large company concerns, and said there was a general inquiry on the part of chemists as to the steps it was proposed to take to give the craft the advantage of the qualification which pharmacists possessed. The Executive of the Union had drafted a publicity scheme in skeleton form. If the scheme was to be a success it must have the majority of members behind it.

Mr. Mallinson said the question of national advertising was a very big one. The necessity for it would be generally recognised. He did not put forth the efforts of the company concerns as the great reason why they should move in the matter as a profession, for if this were the only consideration, he would say at once that they ought not to enter into competition with these concerns on advertising lines. National advertising was necessary because of the fact that the public were becoming less conscious of the qualification of the pharmacist as a purveyor of medicines. All around them they had people who were selling their commodities, hence the necessity for action. When trade was bad there was a tendency for traders to enter upon side-lines to improve their turnover; and he was afraid the public were losing to a certain extent the distinction between the qualified pharmacist and other sellers of pharmaceutical products. One of the most urgent things in pharmacy was to drive home to the public that there was a big distinction between the pharmacist and other vendors of pharmaceutical commodities, and that the qualification they possessed was exceedingly useful in the sale of drugs for human use. After all, their qualification was their protection, and it had had a very definite value in the eyes of the public. He was afraid the public were losing consciousness of that qualification. Secondly, the purpose of the scheme was to counter, to a certain extent, the wide publicity being indulged in by multiple firms, and this could be done without entering upon any ruinous competition in advertising. This necessity for publicity was not peculiar to this country. They found that in countries where the chemist was closely protected they were having to indulge in national advertising with a view to stimulating business. In this country they were out to protect what they had.

With regard to the N.P.U., it should be recognised that if they spent the whole of their total income on national advertising, it would not be sufficient to serve their purpose. There was only one alternative, to provide the required income in some other way. This had prompted the suggestion that a National Publicity Association should be formed for this specific purpose. This would safeguard their existing organisation in every way. If they used their present funds, they would be converting them to a purpose for which they were not subscribed, and to which a considerable number of members might not agree. At the outset they must recognise that they could not convince all their 8,000 members that national advertising was desirable or necessary. If they formed a special fund, they could go full speed ahead without any difficulty. As far as possible, they must aim at according benefit to those who supported the publicity movement in a way which would not wholly apply to those who did not subscribe. Of course, if the movement was a success, then all legitimately engaged in pharmacy could not fail to benefit eventually. The basis of membership would have to be an agreed subscription in respect of each shop rather than each member. The general feeling was that they should be able to raise £5 5s. per shop per annum for three years, and they ought to secure over half their existing membership as active supporters. If necessary, arrangements could be made for the money to be subscribed monthly or quarterly. It was intended that the new association should be run as economically as possible, and every expense would be spared unless it was unavoidable. There would be newspaper publicity, editorial publicity and various other methods, advocated and organised with the aid of experts.

In answer to their recent *questionnaire,* there were only about 2,000 chemists who took the trouble to fill in the document. However, they learned that 1,690 chemists in the country spent something like £32,000 per annum on advertising. If they made a computation for the Union's full membership on this basis, they would find the chemists of the country were spending something like £150,000 per annum on various forms of advertising. This averaged £21 per chemist per year. He suggested that if each chemist carefully pruned his bill and provided a small sum for his trade scheme, none would miss his expenditure and none would lose anything in efficiency. He wished to say that the Union were prepared to go forward with the scheme if they got encouragement. Provision had been made in the draft scheme for co-operating with the manufacturers and wholesalers. The wholesale drug trade had a scheme of their own in which they suggested co-operation with the retailers. If 50 per cent. of their members supported this publicity movement, he believed they could go ahead and make a success of the movement. Let them not get away from the fundamental idea that pharmacy did need some assistance of this sort if it was not to slip back to the position of pharmacy in the United States. "If we are to keep our business together, we shall have to do something," added Mr. Mallinson, "and if this scheme is not started now, we shall have to take steps—it will be absolutely necessary—in a few years' time, and you will then be less able to undertake it." They wanted to get to work at once, so as to be able to open the scheme next winter. A minimum of £10,000 was necessary for anything like a satisfactory campaign, but they were hoping to get double that sum. Even with £10,000 they could make a show which would not disgrace pharmacy.

Discussion and Resolution

Mr. Eccles referred to various advertisements relating to proprietary preparations, with the addition "Obtainable from any good chemist." If they did not stock that preparation—and they could not stock everything—it tended to create a bad impression.

Mr. Mallinson, replying to a further inquiry, said letters of regret had been received from members that pharmacy week had been dropped. There was no reason why some window scheme should not be co-ordinated with the new publicity movement. It would also be desirable to approach the Wholesale Drug Trade Association to arrange combined action.

When a member asked whether all chemists in N.-E. Lancashire were members of the N.P.U., Mr. Mallinson said he would be amazed if there were many chemists not identified with that body.

Mr. Isherwood thought the new association should consult local areas as to the most appropriate newspapers in which to advertise. Personally, he thought consideration should be given to the provincial Press and not only to the purely national papers. There should be a happy combination between the two.

Mr. MALLINSON gave the assurance that the local societies would be consulted, and effect would be given to the suggestions made, if possible.

Mr. LAW (secretary) said it would be helpful if the conference could be made aware of any other cases where national advertising on these lines had succeeded. Of course, there was hardly any parallel between the "eat more fruit" and medicine, because they could hardly ask people to drink more medicine. (Laughter.) Moreover, he did not like the charitable tinge to which Mr. Mallinson had referred. This was not a benevolent movement, but an effort to conserve that which was clearly their own.

Mr. MALLINSON said he was not aware of many other schemes except those to which Mr. Law had referred—fruit, etc. Nevertheless, he was sufficiently optimistic to believe this scheme would succeed if it had the support of the rank and file.

When Mr. HOLT said the chemist had lost a great amount of business through the operation of welfare centres, Mr. MALLINSON referred to the scheme in Essex of giving the pharmacist this business. This might easily spread to other parts of the country.

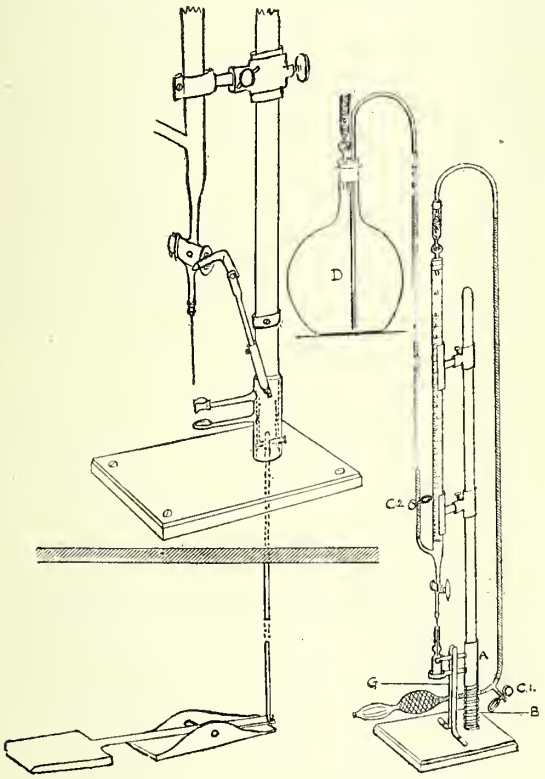
Mr. TAYLOR (Accrington) said that in Aberdeen he saw the gilded pestle and mortar as a pharmacy sign, and he thought they might adopt a similar sign in connection with this movement.

A resolution was unanimously adopted giving the scheme every possible support, on the motion of Mr. A. DOBSON, seconded by Mr. WILLIAMSON (Preston).

An Ampoule-Filling Apparatus

By W. A. N. Markwell, F.C.S.

WHEN filling ampoules with oily or viscous solutions, pressure is necessary, and the most readily available and convenient means for pressure filling is by the use of a hypodermic syringe. This possesses several disadvantages. Filling is tedious, and it is difficult to avoid touching the inside of the stem of the ampoule when withdrawing the needle. In cases where the solution contains a substance the molecules of which are rich in carbon, a little of the solution left in the stem of the ampoule



causes a char to form when the ampoule is subsequently sealed in the flame. This renders the ampoule unfit for use. The following is a description of a simple and inexpensive apparatus by the use of which these difficulties may be overcome. It also possesses the advantages that the solution is preserved in an enclosed system and sterility is maintained during the filling operation. The process is quick and economical. A 20-millilitre burette furnished with a side tube is held rigidly in the position shown in the diagram, by means of two steel spring clamps. The tip of the burette is ground to fit into the mounting of an "exploring" needle 19 S.W.G. and 63 mm. long. The top of the burette is closed by means of a rubber stopper through which passes the end of a calcium chloride tube which is filled with sterile cotton-wool. This tube is in turn connected with the hand-bellows so that pressure may be applied to the solution in the burette. The pressure may be released by opening the spring clip at C1. On the rod of the retort stand near the base is arranged the sliding collar A connected to the base by the spring B. Attached to the collar are two arms, the upper one terminating in a small Terry clip and the lower, a small table furnished with a depressed centre into which the base of the ampoule fits. The arms pass between the two upright guides G. The ampoule may thus be moved up and down in a vertical position The burette is arranged by altering the adjustable spring clamps so that the needle passes down into the ampoule in a central position. Once this position is set there is no need to alter it until all the batch has been filled (assuming, of course, that ampoules of uniform size are used). By gripping the small table with the finger and thumb and pressing it downwards the filled ampoule can be lowered clear of the needle without coming into contact with it, then by a slight pull forward the ampoule is detached from the clip. While in the lower position a fresh ampoule is placed in the clip, and upon releasing the table the spring carries the ampoule up to the filling position.

Before use the flask D is filled with the filtered solution, the rubber stopper carrying the syphon tube and a calcium chloride tube filled with cotton-wool is inserted. A cap of tin-foil is placed over the end of the calcium chloride tube to prevent the wool becoming saturated with moisture when the apparatus is autoclaved. The flask and contents, the attached burette and pressure tube are all sterilised together without disconnecting them. The flask is next supported at a convenient height and the syphon started by suction at C1. When the solution reaches the zero mark, the clips C1 and C2 are closed and pressure applied by means of the bellows.

The device can, if desired, be elaborated so as to possess several advantages over the simple form described above. The following is a description of such modifications:—The sliding collar A is actuated by a foot-pedal, thus leaving the operator with both hands free for inserting and withdrawing the ampoules. The depression of the pedal not only raises the ampoule to the filling position, but automatically turns on the tap of the burette. This is accomplished by the action of the arm B. The details of the mechanism are shown in the drawing. The device has given every satisfaction in the ampoule department of Potter & Clarke, Ltd., and I have to thank the directors for permission to publish this description. The apparatus was made for us by A. Gallenkamp & Co., Ltd., Sun Street, Finsbury, London, E.C.

Festivities

Sheffield "Joy Night"

THE first "joy night" of the Sheffield Branch of the Pharmaceutical Society was held on November 17, in the form of a whist drive and dance. Mr. J. E. Crowe acted as M.C. for whist, and Mr. Kirman for dancing. Supper was presided over by the president of the branch (Mr. C. W. Hobson), who presented the prizes for whist as follows:—*Ladies;* (1) Mrs. Austen; (2) Mrs. Antcliffe; (consolation), Miss Priestley. *Gentlemen;* (1) Mr. C. H. Hewitt; (2) Mr. H. Antcliffe; (consolation) Mr. Burr. Mr. C. Piper (secretary) was responsible for the arrangements.

Leeds Function

A WHIST DRIVE AND DANCE was held by the Leeds and District Branch of the Pharmaceutical Society at the Victory Hotel, on November 16. Messrs. G. H. Haw and J. F. Simon acted as M.C.s for dancing and whist respectively; they were assisted by Messrs. W. F. Kemp, R. Swaites and T. Shooter as stewards. Mr. A. W. Lupton presided at supper, and Mrs. N. N. Armitage presented the prizes for whist and spot dances. The donors of prizes were Mesdames T. Shooter, P. Dobson, J. H. Gough, F. C. Long, R. Swaites, G. H. Haw and W. F. Kemp. Mr. G. C. Crummack (secretary) was responsible for the arrangements.

Stockport Function

THE annual whist drive and dance of the Stockport and District Branch of the Pharmaceutical Society was held on November 16, at the Masonic Guildhall, Stockport, and was considered to be the most successful function ever organised by the Branch. The guests, who numbered 160, were received by the chairman of the Branch (Mr. H. T. Morley) and Mrs. Morley. Whist and dancing were in progress until 10 p.m., when supper was served. Following supper, as in previous years, a humorous interlude was given by Mrs. Arch, after which dancing was continued until 1 a.m. The Committee's thanks are due to those who supported them at this function, especially to the wholesale and manufacturing houses who provided prizes.

Colchester Chemists at Dinner

THE annual dinner of the Colchester and District Branch of the Pharmaceutical Society took place on November 9. Mr. A. W. Nunn (chairman of the Branch) presided, and the guests included Mr. A. H. Jenkin (treasurer of the Society), Mr. L. Piper, Mr. J. A. Symonds and Miss Humfress (president, treasurer and secretary respectively of the Ipswich and Suffolk Branch) and Mr. Wilson (Colchester Technical School). Mr. Nunn proposed the toast of "The Pharmaceutical Society of Great Britain," and in his reply Mr. Jenkin drew attention to the large proportion of chemists on the register who were also members of the Society. He concluded with an appeal on behalf of the Benevolent Fund. The toast of "The Visitors" was proposed by Mr. J. McBryde (secretary of the Branch) and replied to by Mr. L. Piper.

Bath Supper and Social

THE annual supper and social evening of the Bath and District Branch of the Pharmaceutical Society was held on November 17. The guests, to the number of fifty-five, included Mr. T. Swain (vice-president) and Mrs. Swain, Mr. and Mrs. W. J. Hailett, Mr. and Mrs. Luther Wilson, Mr. and Mrs. Jenkin, Mr. and Mrs. Aspell, Mr. R. H. Moore, Mr. T. J. Cornish (secretary), and Mrs. Cornish, Mr. and Mrs. E. Williams, Mr. and Mrs. D. J. Williams, Mr. and Mrs. Rogers, Miss Ozzard, Mr. Haskins, Mr. and Mrs. J. H. Walker, Mr. J. W. Bibbings and Miss Bibbings. During supper the president (Mr. W. H. Hallett) extended a cordial welcome to the members and their friends. After referring to the excellent work of Mr. Cornish, who had devoted a great deal of time to the arrangements, Mr. Hallett outlined some forthcoming events. Dancing, games and music followed.

Edinburgh Whist Drive

A SUCCESSFUL whist drive was held under the auspices of the Edinburgh Chemists' Golf Club on November 16. There was a good attendance of members and friends. A musical programme was carried through, songs being rendered by Miss Herd, Miss Wilson and Mr. R. W. Pringle; there was also a recitation by Miss Sibbald. Mrs. R. W. Pringle presided at the piano. The whist prizes were presented to the successful competitors by Mrs. H. D. Robson as follows:—*Ladies:* (1) Miss Thomson; (2) Mrs. Scarlett; (3) Miss MacIndoe; (consolation) Miss Dawson. *Gentlemen:* (1) Mr. Carmichael; (2) Mr. Aiken; (3) Mr. M. Stoddart; (consolation) Mr. A. Henderson. The principal golf trophies were presented to the winners by the captain (Mr. W. A. M. Hourston) as follows:—Pinkerton, Gibson trophy, Mr. A. Young; Chemists' trophy, Mr. A. Irvine; T. and H. Smith cup, Mr. J. Finlay; David Brown medal, Mr. J. Gray Madder.

West Glamorgan Function

THE annual whist drive and dance of the West Glamorgan Branch of the Pharmaceutical Society was held at the Masonic Hall, St. Helen's Road, Swansea, on November 17. The guests numbered 180, and included students, friends and visitors from all parts of West Wales. Handsome prizes were presented to the winners at whist, and dancing followed until 1 a.m. The M.C. for whist was Mr. J. S. Gilbert, and for dancing Mr. Cecil Kent. The prize-winners were as follows:—*Ladies:* (1) Mrs. G. E. Thomas; (2) Miss M. Evans. *Gentlemen:* (1) Mrs. J. S. Gilbert (playing as gentleman); (2) Mr. W. Glyn John; Mrs. L. Crocker and Mr. Taylor received consolation prizes. Among the guests from other districts were Mr. and Mrs. Loyley (Cardiff), Mr. Kenah (Liverpool), Mr. Sumner and Mr. Rafael Davies (Cardiff). There were also present representatives of the Welsh College of Pharmacy (Cardiff). During an interval in the dancing, the Society's golf trophies, won during the year, were presented. The Evans Sons Lescher and Webb silver cup was won by Mr. Hyett Jenkins (Treherbert), while the West Glamorgan silver challenge cup (I. Rowland James, Ltd.) was secured by Mr. T. Lewis (Morriston); a replica of the former cup went to Mr. Lewis.

Presentations to Director

A VERY enjoyable ceremony took place on November 15 at Gatti's Restaurant, Strand, London, W.C.2, when nearly fifty of the senior members of the staff of Meggeson & Co., Ltd., were entertained to dinner by one of the directors, Mr. R. Campbell Feather, M.A., B.Sc., to celebrate his marriage to Miss A. Joyce Arden, B.A. Among those present were Mr. H. Vincent Dodd, chemist and druggist, F.C.S. (chairman and managing director of Meggeson & Co., Ltd.), and his son, Mr. Randolph Dodd, F.F.Sc., who is also a director. Several of the representatives of the company were present. After dinner Mr. H. V. Dodd proposed the health of "The Bride and Bridegroom" in a characteristically witty speech, which received much applause; the toast was carried with musical honours. He then presented to Mr. and Mrs. Feather a handsome canteen of cutlery in Hepplewhite style as a wedding gift from Mr. and Mrs. H. V. Dodd and family, and an electric fire from the directors of Meggeson & Co., Ltd. Mr. Feather suitably replied. Presentations were then made to Mr. and Mrs. Feather of a pair of brass candlesticks and a gong by Mr. W. G. Kay (secretary of the company), a hand-painted English early morning tea set by Mr. H. A. Green (works manager), a pair of cut-glass vases from the office staff, and a barometer and thermometer on an oak mounting from the employees of the works. In returning thanks, Mr. Feather recalled that Mr. Oliver, who made the last-mentioned presentation, had been in the service of the house of Meggeson for over

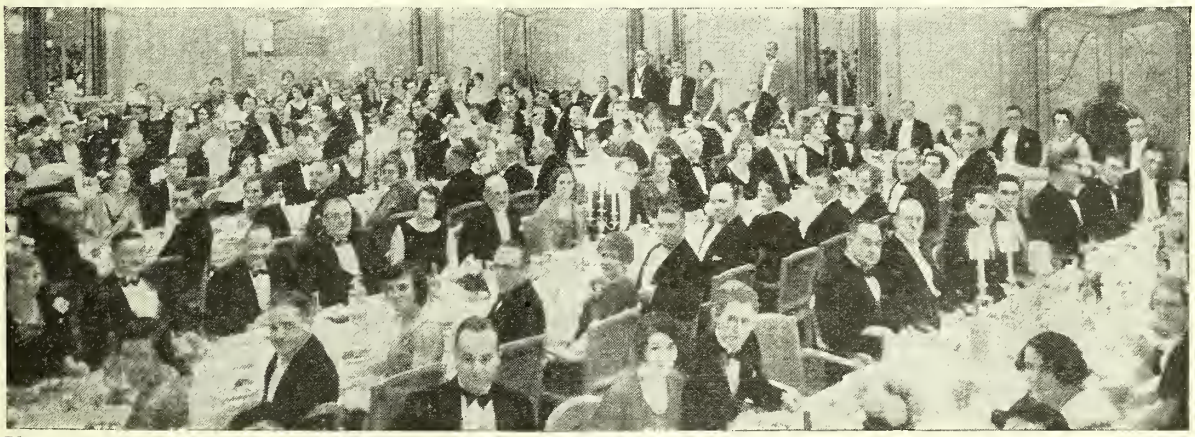
fifty-four years, and that there were several other employees present who had been with the firm for over fifty years. The guests were then entertained to a musical programme, and a memorable evening was brought to a close with the singing of "Auld Lang Syne."

Manchester Association Dinner

THE annual dinner of the Manchester Pharmaceutical Association was held at the Midland Hotel on November 16. The guests were received by the president of the Association (Mr. E. H. Simmons) and Mrs. Simmons, and the president of the Pharmaceutical Society (Mr. F. Gladstone Hines). After an excellent dinner Mr. Simmons said they were delighted to welcome as their principal guest the president of the Society. Mr. Hines was a most capable pharmacist and one to whom they could safely entrust the high office of president. He was also pleased to welcome Alderman G. F. Titt and Mrs. Titt, who, as Lord Mayor and Lady Mayoress, had received the visitors to the Manchester meeting of the Conference. The toast of "The Pharmaceutical Society of Great Britain" was proposed by Mr. J. H. Franklin (chairman of the Manchester and Salford Branch), who said the Society occupied a unique position. It was a pity, however, that the Society's activities were not better known to the rank and file of pharmacy. Mr. Franklin suggested the utilisation of local schools of pharmacy in connection with the scheme of post-graduate lectures. Mr. F. Gladstone Hines, in reply, said fortunately he had come into office during a calm period. He mentioned the appointment of Mr. Simmons as chairman of the Publications Committee and said that in him they had a keen and ardent worker. Mr. Hines referred to his recent visit to Canada and the lesson learned there. With regard to post-graduate courses, the object of the Society was to improve the practice of pharmacy. Mr. Simmons proposed "The City and Corporation of Manchester." He referred to the two pharmacist members of the Manchester City Council, Councillor R. G. Edwards (chairman of the Public Health Committee) and Councillor J. C. Kidd (chairman of the Public Assistance Committee). It was a source of great regret, he thought, that more pharmacists did not undertake public work. Alderman Titt, in reply, referred to the city's water supply. Every great city, he said, should see that its water supply was the best possible. The floor was then prepared for dancing, which continued until nearly midnight.

Western Pharmacists' Dinner

THE forty-second annual dinner and dance of the Western (London) Pharmacists' Association was held at the Trocadero Restaurant, W.1, on November 17. The attendance was the largest of recent years, numbering about 200; and, as is usual at these functions, it was representative of pharmacy in more than one aspect. With the president (Mr. P. S. Windwood) at the top table were Mrs. Windwood, Mr. F. Gladstone Hines (president of the Pharmaceutical Society), Dr. C. H. Hampshire (chairman of the British Pharmaceutical Conference), Mrs. Hampshire, Mr. and Mrs. W. J. Beardsley, Mr. R. R. Bennett, Mr. and Mrs. G. W. Evans, Mr. and Mrs. A. Gilmour, Captain and Mrs. J. J. G. Hay, Mr. and Mrs. J. Hearle, Mr. J. McVie Hill, Mr. and Mrs. W. S. Howells, Mr. and Mrs. A. R. Melhuish, Mr. and Mrs. J. Milner, Mr. and Mrs. Arthur Mortimer, Mr. and Mrs. W. E. D. Shirtliff, and Mr. G. A. Tocher. The spur tables were in charge of Messrs. R. E. Baldry, C. Evans, P. D. Goodwin, H. N. Hodgetts, D. T. Jones and G. Thomas; and among others present were Mr. and Mrs. William Chalmers, Mr. A. J. B. Cooper, Mr. W. B. Falding, Miss Dennis Hayes, Mr. Harry Martin, Mr. and Mrs. C. A. Noble, Miss Noble, Mr. Philip Royle, Mr. and Mrs. T. Morley Taylor, Mr. B. R. Wilkinson and Mr. and Mrs. W. J. Williams. The speeches with which the two toasts were submitted and acknowledged probably established a record for brevity—so far, at any rate, as pharmaceutical dinners are concerned. The general secretary (Mr. D. T. Jones) in proposing "The Pharmaceutical Society of Great Britain," remarked that the ship "Pharmacy" was going through a trying time, but would, he felt sure, come out safely. The academic side had progressed quickly at Bloomsbury Square, and this gave governments a better opinion of pharmacists. Mr. Hines, in his reply, pointed out that he had taken office in a period of comparative calm—though for presidents there was never any peace. In London, especially, there was in hand the work of preparing for the next meeting of the Conference. The Conference had acquired a very high standard of efficiency and hospitality, and he hoped that members of the Western Association would support Mr. Melhuish in his work. The Council proposed to extend hospitality to many guests on the Continent, in the United States and in the Dominions. The other toast, that of "The Western Pharmacists' Association," was given by Dr. Hampshire, who alluded in felicitous terms to the Association's long and distinguished record of service for pharmacy. It had been, he said, a recruiting ground for the Council and had yielded several presidents. He himself had been its secretary for some years, and he regarded it with the highest esteem. The next meeting of the Conference was a matter of great consequence to London pharmacists; he appealed to them to support it by attendance and assistance. The president, responding, made a speech even shorter than those that had preceded it. He had been, he told the company, a member of the Association for twenty-one years, and in his work as president he had been greatly helped by the committee and the secretaries, alike in the meetings and in the social events. He welcomed the presidents of the Associations in North London, South-East London and the Thames Valley, who were present, and also the representatives of wholesale houses. Vocal music alternated with speeches and dancing completed the enjoyment of a well-organised and successful evening.



Photo] [*Swaine*

AT THE WESTERN (LONDON) PHARMACISTS' DINNER

Association Meetings

Birmingham.—A meeting of the Scientific Section of the Birmingham Pharmaceutical Association was held on November 15, Mr. H. Berry in the chair. Mr. J. E. Bowen, B.Sc., A.I.C., Ph.C., gave an address on *New Organic Medicaments of the British Pharmacopœia.* Mr. Bowen traced the development of organic medicaments from Scheele's attempts to isolate the active principles of plants and the discovery of several alkaloids by Sertürner to the modern work on complex synthetic drugs. Even now, he said, there were several fields of research opening up important opportunities to the pharmaceutical chemist. The isolation of a purgative principle from cascara, rhubarb and senna, as well as the isolation of the glucosides of squill and digitalis in a pure state, were ever-present needs. He then dealt with experiments to modify the chemical structure of alkaloids by the introduction or deletion of groupings. Many organic compounds used in medical practice, such as disinfectants, occurred as important by-products of other industries. Mr. Bowen explained that properties other than chemical constitution affected the physiological action as exemplified by many of the hypnotics. In contrast to this the cyclic ureides were cited as examples of a hypnotic effect which was related to chemical constitution. A survey of the development of organic arsenical compounds showed how the toxic effect of arsenic could be reduced without its remedial action being affected. Questions being invited, Mr. Alcock suggested that the position of the nitrogen atom might bear some relationship to the physiological action of alkaloids. He inquired, with regard to the arsenical compounds, whether any evidence was forthcoming with reference to the substitution of antimony for arsenic. Mr. Bowen said that physiological action could not be attributed to the position of the nitrogen atom alone, since variation in physical properties, notably optical rotation, made such appreciable differences. Antimony, he said, did not resemble nitrogen as closely as did arsenic, although compounds containing bismuth and antimony had been prepared by utilising the residual valencies. A vote of thanks was proposed by Mr. E. C. Bennison.

Croydon.—An address on *Biochemical Analysis and the Pharmacist* was given by Dr. H. E. Archer, of the Pathological Department, St. Bartholomew's Hospital, at a meeting of the Croydon and District Pharmacists' Association and Branch of the Pharmaceutical Society on November 18, Mr. H. E. Chapman (chairman of the Branch) presiding. Dr. Archer explained the scope of biochemical analysis (or chemical pathology), and mentioned that, except in the hospitals, comparatively few persons were to-day competent to carry out the work, and that in this branch of analysis there were few facilities for meeting the requirements of middle-class patients. He referred to the proposed institution by the Pharmaceutical Society of a post-graduate diploma in biochemical analysis, and explained the significance of the syllabus. There was no doubt, he said, that the pharmacist's training was a valuable basic foundation for this kind of work, and that it placed him in a position of advantage compared with those possessing a purely medical or analytical training. Elaborate apparatus and equipment would not be required for the more ordinary type of biochemical analysis, but courses of training would be essential, especially in regard to the provision of the material required for examination, and at least an elementary knowledge of anatomy and physiology would be an advantage. In Dr. Archer's opinion, there was definite scope for many pharmacists to qualify for and undertake this work; but if and when they had so equipped themselves, it would be necessary that proper steps should be taken by the Society to ensure that knowledge of their capabilities should be possessed by the medical profession, who alone could provide the opportunities for full use being made of the qualification. After discussion, on the motion of Mr. D. J. Williams, a hearty vote of thanks was accorded to Dr. Archer for his address.

Great Yarmouth.—At the annual meeting of the Great Yarmouth Pharmaceutical Association, the following officers were elected for the ensuing year:—*President,* Mr. P. R. Hill; *Secretary,* Mr. R. C. Hannant (re-election); *Committee,* Messrs. Whitfield, Tunbridge and Leonard.

West Ham.—A meeting of the West Ham and Eastern District Association of Pharmacists and Branch of the Pharmaceutical Society was held on November 16, the president (Mr. W. Main) in the chair. There was a large attendance of chemists and medical men. The object of the meeting was to hear an address by Dr. C. H. Hampshire (secretary of the Pharmacopœia Commission) on *The British Pharmacopœia, 1932.* Dr. Hampshire first gave a brief account of the organisation which had been set up for the purpose of preparing the British Pharmacopœia. He mentioned changes in dosage and the responsibilities of the pharmacist in relation to doses, changes in nomenclature, and notes on new drugs and preparations. A lively discussion followed; the president, vice-president (Mr. A. Mortimer), Messrs. Beardsley, Potter, Thomson, Reed and others asked questions and advanced criticisms. Dr. Hampshire dealt ably with all the points raised, and explained that the views he expressed were his personal opinions. Dr. Wilson, in proposing a vote of thanks to Dr. Hampshire, remarked that he was pleased to hear all the strenuous work entailed in compiling the British Pharmacopœia would be for the benefit of the patient. Mr. W. J. Beardsley, in seconding the vote, called attention to the attitude which should be adopted by the student in preparing for his examination, and advised him to stick to the 1914 edition, which would be the standard for his examination for some time to come. Dr. Hampshire thanked his audience for their attendance, and hoped that his talk to them had been helpful in the elucidation of difficulties. A collection for the Benevolent Fund amounted to £1 15s.

West Middlesex.—A meeting of the West Middlesex Chemists' Association was held on November 15, Mr. J. Dobson presiding. An address on *Sterilisation* was delivered by Mr. H. Davis (pharmacist to University College Hospital). Mr. Davis detailed the various methods of sterilisation, including flaming, autoclaving, steaming, tyndallisation and filtration, and the sterilisation of dressings. He also described the emergency method of the Pharmacopœia, and pointed out that when prepared with care solutions are not likely to be contaminated from the air. Four ampoules of adrenalin solution were shown; one, prepared according to the 1914 Pharmacopœia, was perfectly clear and colourless, while the others, prepared to the 1932 formula, showed a coloration, the worst being one made from natural adrenalin. The coloration was due to oxidation through heating and might be prevented by a trace of sodium bisulphite. In selecting ampoules, said Mr. Davis, price should not be considered before quality, and alkali-free glass should always be used. In sealing vaccine bottles, the rubber cap should be secured with copper wire. Various pieces of apparatus were shown. After the address the following took part in a discussion:—Messrs. Browne, Alcock, Ironmonger, Gray, Dobson and Highfield. A hearty vote of thanks to the lecturer was proposed by Mr. Marns.

York.—A meeting of the York and District Chemists' Association was held on November 17, the president (Mr. John Saville) in the chair. Mr. W. Deacon (a member of the Society's Council) gave a lantern lecture on *The Romance of Perfumes* to a gathering of over 100 local chemists and their friends. The coloured slides were greatly appreciated, and emphasised the vastness of the perfume industry. Mr. W. P. Saville proposed a vote of thanks to the lecturer.

A Well-Planned Bolton Pharmacy

An Example of Modern Shopfitting

THE illustrations on this page show the exterior and interior of the pharmacy of Mr. F. D. Taylor, 34 Chorley Old Road, Bolton, recently fitted up by D. Matthews & Son, Ltd., shopfitters, 14-16 Manchester Street, Liverpool. The shop has a bronze metal front, with blue marble stallboards and pilasters. The sign is of white opal with wood cut-out letters. The two entrance doors are made of the best quality Austrian oak, and the whole interior is fitted in a modern style in light oak. In planning the shop the greatest possible advantage has been taken of the space available. The counter faces directly opposite the doorway entrance. The drug range stretching 20 feet along the wall is intersected with frameless glass showcases, between the bottle shelves, and on the return is placed a piano-fronted wall case with a door at each end leading to an optical dark room. The shop is equipped with a new style of glass perfumery counter, which has a sloping face; this showcase is electrically lighted in the interior, the shades being hidden by means of a silver edge to the glass. The dispensing screen is on the right-hand side, and two Kwik-sale showcases are placed on the counter. The cornice mould runs all round, and the shelves are backed with light oak laminated boards. The general appearance of this pharmacy is out of the ordinary, and it is a good example of modern shopfitting.

Trade Notes

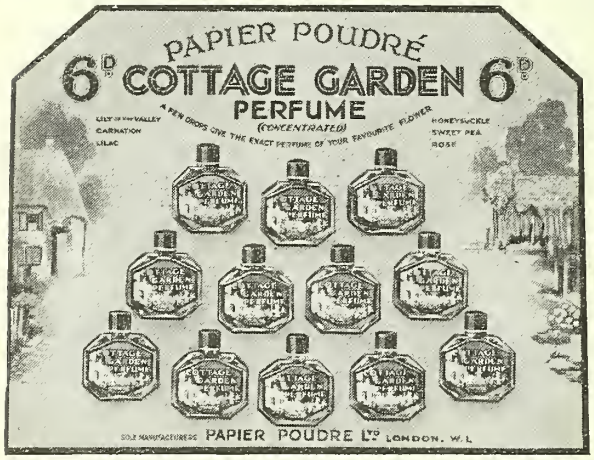
COD-LIVER OIL for cattle and poultry is advertised in this issue by Lofthouse & Saltmer, Ltd., Hull.

MIRIAM'S FOOD.—Thomas Christy & Co., Old Swan Lane, London, E.C.4, have been appointed the sole distributors of Miriam's Food.

FRANCIS NEWBERY & SONS, LTD., 27 Charterhouse Square, London, E.C.1, are issuing a special list of "Suggestions for Seasonable Gifts."

REDUCED PRICES.—S. Maw, Son & Sons, Ltd., Aldersgate Street, London, E.C., give details on another page of this issue of the new prices for their packed ointments.

INEXPENSIVE PERFUMES.—Papier Poudré, Ltd., 46 Baker Street, London, W.1, have introduced a series of concentrated floral perfumes under the name of Garden



Cottage. Attractively packed, these flower odours are supplied on cards of one dozen (as shown in the illustration), in boxes of six, and, in larger sizes, enclosed in individual cartons.

THE SCHOLL MANUFACTURING CO., LTD., 188 St. John Street, London, E.C.1, are supplying for retail at a popular price an "aids to foot comfort" outfit, comprising torso pads, foot powder, bath salts, adhesive felt, lamb's wool and adhesive stockinette. The company also remind chemists that this is the season to sell their warm-foot arch rests and capsicum insoles.

ROGER & GALLET (LONDON), LTD., 1 Lechmere Road, Willesden, London, N.W.2, are now manufacturing a number of their toilet requisites in this country. The modern style of packing adopted for these products is illustrated elsewhere in this issue, and from the descriptive matter there it is evident that this well-known perfumery house is maintaining in every way the high quality which has always been associated with their preparations. In particular the attention of chemists is directed to the fact that in all cases where alcohol enters into the compounding of such lines as perfumes, Colognes and toilet waters, rectified spirit is always used.

ADHESIVE PAPERS.—Samuel Jones & Co., Ltd., Bridewell Place, London, E.C.4, have sent us one of their sample books of powerful adhesive papers. Sixteen varieties of paper are represented, ranging from a fish glued one for quick sticking to gilt ones for metal seals. The company has been engaged in the production of gummed paper for many years, and besides being in a position to supply all qualities of adhesives of this nature, also maintains a technical department, which customers can consult regarding their particular "sticky" problems. A copy of the above-mentioned booklet will be sent to any of our subscribers who write for it.

THE THERMOGENE CO., LTD., 160 Piccadilly, London, W.1, urge chemists to purchase this well-known proprietary on the best window display terms, thus taking advantage of the bonus offer.

NEW ALLENBURY'S PREPARATIONS. — Allen & Hanburys, Ltd., manufacturing chemists, Bethnal Green, London, E.2, have added to their list of baby preparations, Allenbury's baby powders and baby cream. These two products are of high quality, and are attractively presented. The packing of Allenbury's baby soap has been altered to conform to the blue and white colour scheme of the cream and powder. Special terms and suitable display material are available. Allenbury's halibut-liver oil is a bright golden-yellow oil, with practically no taste or smell. It is stated to have sixty times the vitamin - A potency of good cod-liver oil, and is supplied in 5 c.c. and 50 c.c. bottles, and 3-minim Kapsols.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1932, p. 339.

(From "The Trade Marks Journal," November 9, 1932.)

"KALTRON"; for medicinal chemicals (3). By The Saccharin Corporation, Ltd., 72 Oxford Street, London, W.1. 535,609.

"FAIRY QUEEN"; for soap (47 and 48). By T. Hedley & Co., Ltd., Collingwood Street, Newcastle-on-Tyne. 535,411/412. (Associated.)

"BUTIL"; for preparations for whitening the skin (48). By W. Fletcher (trading as the Butywave Co.), 10 Rampayne Street, Vauxhall Bridge Road, London, S.W.1. 534,235.

"BADOURA"; for perfumery, etc. (48). By B. Levy, 60/61 Chiswell Street, London, E.C.1. 535,407.

(From "The Trade Marks Journal," November 16, 1932.)

"MORBOKIL"; for chemicals (2). By Reade Brothers & Co., Ltd., Cleveland Road, Wolverhampton. 535,551.

"TAYSON"; for veterinary ointments (2). By Taylor & Son, 42 The Crescent, Slough, Bucks. 535,125.

"SLIMVITE"; for preparations for obesity (3). By T. Heaton, 3A King Street, Wallasey, Cheshire. 535,310.

"BETTONIT"; for ointment (3). By W. Bradford, 14 Granby Road, Stockport. 535,670.

"CHANGE THIS TO THIS INSTANTLY WITH LIV-NER TABLETS," with design of woman before and after taking ("LIV-NER" disclaimed); for medicinal tablets (3). By Liv-Ner Manufacturing Co., 516 Kingsway, East Didsbury, Manchester. 534,757.

"PUNCHER"; for essences (42) and (43) and for mineral waters, etc. (44). By W. Duckworth, Old Trafford Essence Distillery, Chester Road, Manchester. 534,505/506/507. (Associated.)

"CLOZONO" and "CLOZONE"; for soap (47 and 48). By J. Bibby & Sons, Ltd., 21 King Edward Street, Liverpool. 534,012/013/298/299. (Associated.)

"LINIT"; for starch for toilet purposes (48). By Corn Products Refining Co., 17 Battery Place, New York, U.S.A. 533,499. (Associated.)

Design incorporating triangles; for toilet preparations (48). By Beiersdorf, Ltd., Bessemer Road, Welwyn Garden City, Herts. 534,578.

"A O K"; for perfumery, etc. (48). By Exterikultur A.G., Wilhelm-Anhalt Strasse, Ostseebad Kolberg, Germany. 534,457.

"BRIDENT"; for tooth powders, pastes and washes (48). By Brident Manufacturing Co., 27 Kensington, Liverpool. 534,888.

"VI FLEUR"; for perfumery, etc. (48). By Vi Fleur, Ltd., Royal Exchange Buildings, Hood Street, Newcastle-upon-Tyne. 535,391.

Births

Notices for insertion in this column must be properly authenticated.

SHEARER.—At 148 Warriston Street, Glasgow, on November 11, the wife of Donald Shearer, chemist and druggist, of a son.

Marriages

JOHNSON—LLOYD.—At Peniel Congregational Church, Aberayron, on November 7, T. D. Johnson, chemist and druggist, to Iris Lloyd.

PARKER—HEMMING.—At St. Martin's Church, Knowle, Bristol, recently, Reginald Percy Parker, chemist and druggist, to Winifred Doris Hemming.

Deaths

MCALLEY.—At the Home for the Blind, Torr, on November 19, Mr. Robert McAlley, chemist and druggist, aged seventy-seven. Mr. McAlley was trained by Mr. McCallum, Grassmarket, Edinburgh, and after passing his Minor examination in 1876 he was for some years in business for himself in that city. Finding the retail not to his liking, he joined Oppenheimer, Son & Co., Ltd., and for some time travelled for them in South Africa. In 1896 he became connected with Parke, Davis & Co., and was one of their trusted representatives, first in Scotland, then in Liverpool and Lancashire, and latterly in the West End of London; in every district he made many friends during his twenty-five years of service. Owing to eye trouble, which ultimately developed into glaucoma, he retired on pension in 1921. About two years ago he entered the Home at Torr. The funeral took place at Efford Cemetery, Plymouth. Mr. Thomas Maben, Ph.C., an old business associate of Mr. McAlley and a close friend for many years, represented Parke, Davis & Co., who also sent a wreath.

MCGAHIE.—At the Adelaide Hospital, Dublin, on November 17, Mr. David Geddes McGahie, M.P.S.I., 75 Grosvenor Square, Rathmines. Mr McGahie, who had been in failing health for some time past, was a native of Doneghenny, Stewartstown, co. Tyrone. He served his apprenticeship to Mr. Samuel S. Badger, Magherafelt, and gained further experience with Messrs. Evans, Dawson Street, Dublin, and in pharmacies at Cork and Bray. Mr. McGahie qualified in July 1914, and three years later he purchased Dr. Vincent Johnston's business at Ranelagh, Dublin, which he continued under the old name of Johnston's Pharmacy. He was held in high esteem as a man of integrity and sterling business qualities. The funeral took place at Stewartstown on November 19. The Dublin pharmacists present included Mr. D. Warwick, Mr. S. Wilson, Mr. R. M. Thorn, and Mr. W. R. Luck (Dublin representative of Evans Sons Lescher & Webb, Ltd.). Mr. S. Badger, M.P.S.N.I., was also at the funeral.

O'NEILL.—At The Rest, Camden Row, Dublin, on November 11, Rebecca Mary, widow of the late Mr. William H. O'Neill, M.P.S.I.

MCINTOSH.—At 106 Queen's Road, Peckham, London, S.E.15, on November 5, Mr. John Innes McIntosh, chemist and druggist, aged forty-seven.

RHODES.—On November 4, Mr. Herbert Walter Rhodes, chemist and druggist, 36 West Street, Leominster, aged sixty-six. Mr. Rhodes went to the town forty-one years ago, and was afterwards at Knighton for eleven years. He returned to Leominster in 1906.

STOREY.—At Streatham, London, S.W., on November 3, Mr. Edward Henry Storey, Ph.C., formerly in business at 42 Eastcastle Street, London, W.1, aged eighty-three.

TIERNEY.—At his residence, Main Street, Roscrea, on November 18, Mr. Michael Lacy Tierney, M.P.S.I. The late Mr. Tierney qualified in 1892, and carried on business in Roscrea for nearly forty years. The interment took place on November 20 at Rannameadle Cemetery, and was largely attended.

TURNER.—At 24 Sherrington Road, Highfields, Sheffield, on November 14, Mr. Edwin Theodore Turner, son of the late Mr. John Turner, chemist and druggist, The Moor, and brother of Mr. J. W. J. Turner, Ph.C., Winchester, aged sixty-four. Mr. Turner was on the staff of G. T. W. Newsholme, Ltd., chemists, for many years. Mr. John Austen, Ph.C., managing director, represented Messrs. Newsholme at the interment at the General Cemetery on November 17.

Personalities

MR. P. S. WINDWOOD, president of the Western (London) Pharmacists' Association (the annual dinner of which is reported on p. 643 of this issue), is a native of Cambridge, and was apprenticed in that town to the late Mr. Henry Flanders. After experience as assistant with the late Mr. F. J. Gibson, Wolverhampton, he went to London in 1907 and passed the Qualifying examination. A period of management at Lee Green followed, and then Mr. Windwood went to Mr. J. Milner, of Greenwich, first as manager of his East Greenwich branch, and then as partner in charge of the branch in Askew Road, W.12, eventually becoming sole proprietor of this shop. He has recently acquired the old-established pharmacy of Wilson & Co., High Road, Chiswick, W.4, and the still older one of Mr. F. Williams in Goldhawk Road, W.12.

MR. P. S. WINDWOOD

MR. L. L. STROUD, chemist and druggist, Tewkesbury, has been re-elected an alderman of the borough. Mr. Stroud held office as mayor in 1931.

MR. W. DEACON, chemist and druggist, Bridgwater, member of the Council of the Pharmaceutical Society, has been re-elected an alderman of the borough.

ALDERMAN PERCY KNOTT, J.P., chemist and druggist, Bolton, has been reappointed to the aldermanic bench, as chairman of the streets committee, and as an acting justice under the Lunacy Act.

MRS. PERCY KNOTT, J.P., wife of Alderman Percy Knott, chemist and druggist, Bolton, has been appointed an acting justice under the Lunacy Act, and also co-opted woman representative on the educational committee.

MR. J. K. ANDREWS, chemist and druggist, Astwood Bank, Redditch, has retired after a business career extending over more than sixty years. From some newspaper cuttings sent us we learn that Mr. Andrews established himself at Astwood Bank in 1869. There being no medical man in the village, he was often called upon to advise in simple cases of illness; and although he was familiarly known as "Dr. Andrews" he invariably knew when to counsel the summoning of a medical man. In 1896 his services to the community were commemorated by the presentation of a testimonial at a largely attended and enthusiastic meeting; and his retirement has been made the occasion of an appreciation, with sketch, in "The Redditch Indicator."

Telegrams: "Atoleine Sedist, London."

Telephone: Bermondsey 1141

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Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

M/2211. Ann Harding vanishing cream
B/2311. Artis radium cream
T/2111. Black Aster perfume
B/2311. Cedar Balm nerve tablets
B/2311. Glystrine
L/711. Lamb's Non-Spil medicine spoon
O/1111. Li Lina hair tonic
H/2111. Spirit of sulphur (for coughs)
C/1411. Trihydroxyethylamine stearate (British makers)

THE
CHEMIST AND DRUGGIST
VOL. CXVII. NOVEMBER 26, 1932 NO. 2755

Seizing Opportunities

What is the right policy for the present time? Should it be that of price cutting and lowering of wages, or should it be overhauling the machine to find out where leakages have occurred, at the same time encouraging the workers by better methods of salesmanship, more effective advertising propaganda, and impressing upon all those connected with one's business that they are colleagues working for the good of their own business and of their country? It is difficult to face the facts and to get down to the real tasks that are waiting to be accomplished. Wasteful overhead costs may be eliminated and increased output can be assured. We have no right to let "I dare not" wait upon "I would." Defeatism is the most pernicious malady that can assail life. It has long been accepted that in our own country, if we are only producing sufficient goods for home consumption, we need work only a day and a half each week. It is necessary that international trade should improve and occupy us for the remainder of the week.

An Age of Gadgets

When one thinks of the introduction of mechanical devices, not only in the realm of manual labour, but also in that of clerical work, one can appreciate the lack of security of tenure of any occupation. The mechanical navvy can replace forty men, the mechanical calculator about twenty. In our streets we have automatic signals as traffic controls, taking the place of the constable on point duty. Dwelling-places, such as hotels, the newer apartment houses and service flats, are getting to be gadget houses. We have become a gadget generation. If the suggestion which the late T. P. O'Connor made to the then Chancellor of the Exchequer could have been put into operation, things might have been different. His suggestion was, "Let brains be taxed and every man his own assessor." The man who can see an opportunity in the difficulties with which he is surrounded is a true optimist.

Thinking Internationally

Following the lead of the Ottawa Conference, we must consider those barriers which are preventing the development of our overseas trade. What the country needs to-day is less interference with business men in the development of their trade. We must begin to think internationally; there is sufficient capital to finance industrial enterprise. When a sweepstake, the third within a few months, can realise over £4,000,000, it is evident that there is money somewhere. A well-known financier has pointed out that the wealthy man of a generation hence will be he who takes his opportunities to-day. We have a chance of selling more goods abroad, and we have a chance to sell more in the home market; but are we taking the greatest possible advantage of these opportunities? Is it not possible that we have got into a rut? We are spending too much time on routine work, and not enough on creative organisation. It is necessary to review the organisation of all our industries in the light of changing world conditions. We must be prepared for the approaching revival. Let us co-ordinate our commercial with our industrial policy.

As Others See Us

According to a recent report issued by the Chemical Division of the United States Department of Commerce, well over a third of all the medicinal preparations sold abroad by manufacturers in the United States have been bought in recent years by the British Commonwealth of Nations, whose representatives met recently in Ottawa to discuss Imperial economic problems. During the past five years their share of the United States total medicinal exports advanced from 35 to 44 per cent. Some of these countries have, in addition, attracted a number of branch factories of United States firms for local manufacture of their products. The most important buyer of all is the United Kingdom, which is itself one of the three leading world producers and exporters of medicinals. Despite the keen and effective competition provided by the British-made products, medicines from the United States found a market for close to $4,000,000 worth in 1931. These imports increased in the five-year period, at the same time there was, according to reports, an important growth in British production. Canada held second place of all British Empire markets for medicinals until 1931, when it dropped behind British India. Domestic production here has been expanding, but the demand for products advertised in United States magazines, radio, and other publicity mediums circulating in Canada has maintained an important ingress of such proprietaries as medicated plasters, salves, laxative preparations, as well as biological medicines. British India, now second-best buyer, has developed into an excellent market for salves and tonics. The bulk of medicinal imports into this market are, however, from the United Kingdom, and Germany's sales have lately been greater than those by the United States. Local production in South Africa has been climbing up, but this country still draws heavily on Great Britain and the United States for its medicinals. Salves for coughs and colds and laxative preparations are the leading proprietaries bought from the United States. Sales to Australia and New Zealand, which were sizeable up to 1930, but declined with the depreciated currency that year, are still a persistent and important factor in the total imports of this class. The relative importance of these and other British Empire markets in the export business developed by manufacturers in the United States is shown in the following table:—

United States Medicinal Exports to British Empire Countries
(,000 omitted)

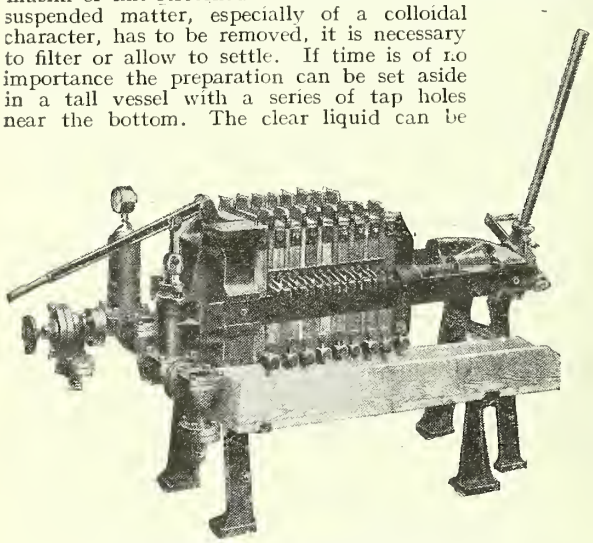
Shipped to—	1927	1928	1929	1930	1931
	$	$	$	$	$
Irish Free State	158	145	148	124	136
United Kingdom	3,168	3,207	3,535	3,264	3,847
Canada	1,321	1,320	1,355	1,134	974
British Honduras	49	38	37	32	27
Newfoundland and Labrador	59	49	64	73	46
Bermuda	42	49	48	52	49
British West Indies ..	316	300	340	312	264
British India	1,189	1,175	1,392	1,297	1,032
British Malaya	114	121	134	110	93
Ceylon	55	54	66	55	53
Hong Kong	74	81	85	86	83
Australia	506	588	603	485	235
New Zealand	163	132	177	146	92
Union of South Africa ..	280	309	334	291	310
Other	180	160	140	130	105
Total shipped to British Empire	7,674	7,728	8,458	7,591	7,346
Total shipped to all countries	21,971	22,381	23,011	19,288	16,722
Per cent. of total (British Empire)	35%	34%	37%	39%	44%

Careers for chemical scientists and physicists are indicated in "Choice of Career Series," No. 1, published at 2d. by H.M. Stationery Office.

The Manufacturing Side of Pharmacy

Filtration and Centrifugal Separation

FILTRATION, a simple problem at the dispensing bench, becomes a serious matter when large volumes of liquid are involved. Simple clarification, the removal of coarse particles from an otherwise clear liquid, is effected by straining the liquid through muslin or lint stretched on a suitable frame. When fine suspended matter, especially of a colloidal character, has to be removed, it is necessary to filter or allow to settle. If time is of no importance the preparation can be set aside in a tall vessel with a series of tap holes near the bottom. The clear liquid can be drawn off and the remainder filtered. In some cases it is necessary to weight the particles with material such as kieselguhr or kaolin to make them settle to the bottom. This form of clarification is probably the cheapest, unless it involves locking up a large quantity of expensive material. The alternatives to clarification by subsidence are filtration and centrifugal separation. Superficially, filtration appears to be one of the simplest operations the chemist is called upon to perform. In practice, with large bulks of varying materials filtration is a difficult problem. Moderately large quantities of liquids can be filtered through paper in large funnels. Larger quantities need filter bags and filter presses, or, perhaps, special designs of filters of which there are many available. Filtration can be extremely tiresome, and it is essential to use the correct type of filter for the liquid being filtered. Vacuum filtration, such as is used for the separation of precipitates in analytical chemistry, can be applied on the larger scale, but liquids containing volatile constituents should not be filtered in this way.



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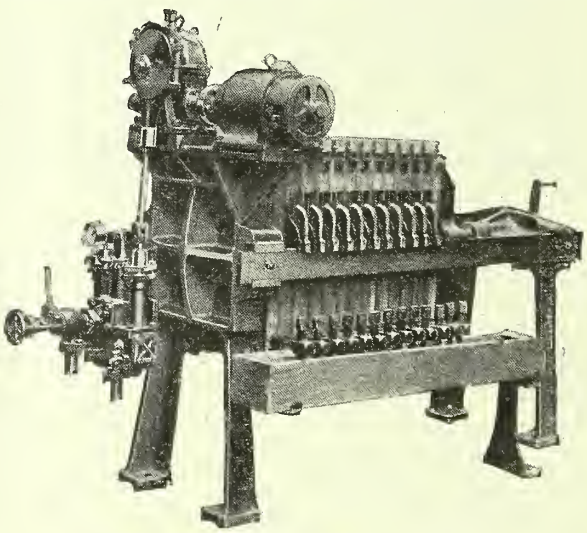
By S. H. Johnson & Sons, Ltd.

The Filter Press

in its many forms is, perhaps, the most useful of all the filters. It can be used to produce clear liquids, or to remove unwanted liquid from precipitated solids. As it can be constructed in iron, wood or ebonite its application is almost universal. The apparatus consists essentially of a number of plates having on each side a special drainage surface with a raised rim all round the edge and a central hole. These plates are supported side by side in a suitable frame. A filter cloth is placed over each plate and jointed round the central hole with a special clip, so that when the plates are tightly closed together hollow chambers are formed between them. When the liquid to be filtered is forced in by means of a pump through the central hole, the solids are retained on the filter cloth and the liquid passes through the cloth and escapes along the drainage surface. It is usually found in practice that the liquid does not run clear until a filtering surface is built up on the face of the cloth. This surface usually has to be artificially prepared by adding kieselguhr or some similar material to the liquid before filtration. This filtering medium on the face of the cloths gradually becomes thicker and thicker as more liquid is pumped through, and ultimately the rate of flow of bright liquid drops to a considerable extent. A point arises when it is unsatisfactory to continue filtration without scraping down the cloths. It is obvious that there is a limit to the thickness of deposit, and that this limit depends upon the kind of deposit. With a crystalline precipitate filtration can generally be carried on through a very thick deposit and increased pressure increases the rate of flow, but with amorphous material the thickness limiting the useful rate of filtration is soon reached. It will be seen that the design of a filter press depends upon the material to be filtered. For separating precipitates, such as barium sulphate, presses with large spaces between the plates are used, and such presses are filled with a washing device to wash the precipitate. A special press with a sealed cover is made for filtering volatile liquids. An interesting application of filtration is in the preparation of sterile solutions. Certain liquids cannot be sterilised by heating, and an alternative is to filter through a filter candle or some other form of bacteria proof filter. It is of interest in this connection to read the report of the subcommittee on the preparation of sterile solutions for injection, which was published in May 1931 by the General Medical Council (see *C. & D.*, 1931, I, 190).

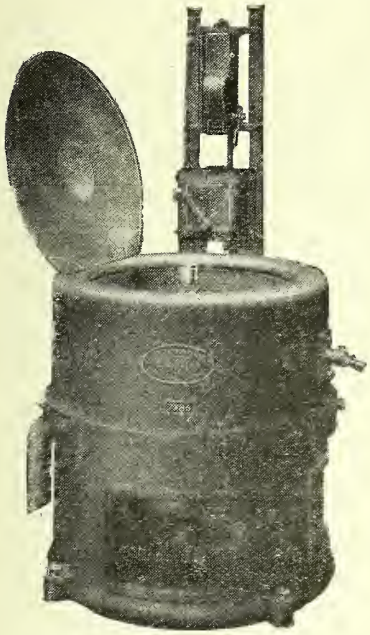
Centrifugal Machines

Filter bags and filter presses can under certain conditions be replaced by centrifugal machines. It does not follow that centrifuges and filter presses are interchangeable, although this is sometimes the case. Under certain circumstances it is convenient to carry out a preliminary clarification in a centrifuge, filtering the turbid liquid produced through a filter press. The simplest type of centrifugal machine used on the large scale is known in chemical works as a "spinner" or "whizzer," and in the laundry business as a hydro-extractor. It consists essentially of a perforated cylinder fixed to a vertical shaft which is rotated at high speed. This rotary

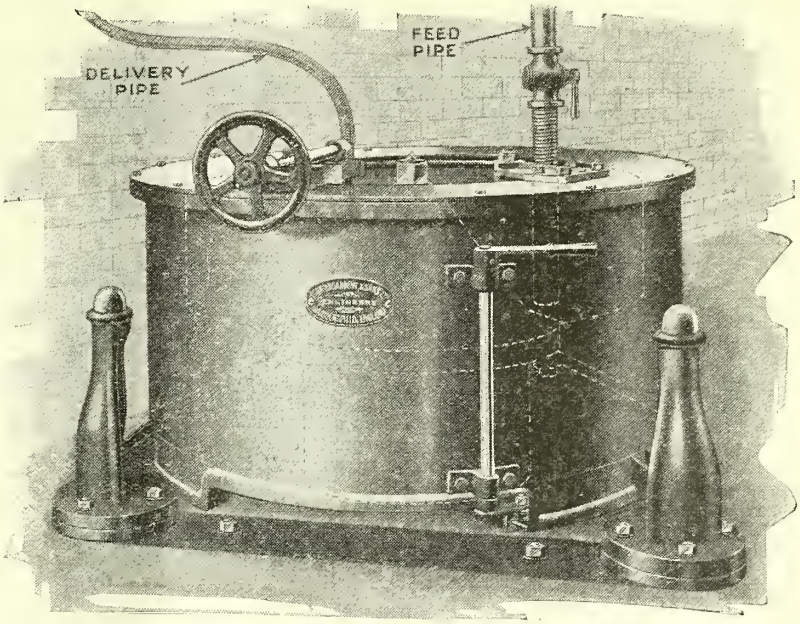


FILTER PRESS WITH POWER-DRIVEN PUMP
By S. H. Johnson & Sons, Ltd.

spindle and cylinder is enclosed by an outer shell, which acts as a receiver for the separated liquid. These machines have a wide application and are made in different styles. The self-balancing machines are used for solid loads and are loaded when stationary. Fixed spindle machines are used for liquid loads, and then the "slurry" or magma of solid and liquid is run in whilst the basket is travelling at full speed. The liquid passes through the perforations in the basket and the solids are retained. The basket is lined with fine gauze or filter cloth. As the solids become impacted on the surface of the gauze or cloth the rate of separation drops, and it is necessary to stop the machine and scrape down and then restart. A modification of the ordinary type of machine has an imperforate basket, and is fitted with a skimming pipe operated by a hand wheel. This type of machine is very useful for separating clear liquid from thick sludges which soon pack up in an ordinary machine. The illustration shows the method of working. High-speed centrifuges also find their place in the laboratory. These machines are often useful in place of a filter to clarify an almost clear liquid which has been delivered by a hydro-extractor. They will not handle liquids containing more than about three per cent. of solid material, so in no sense do they replace the hydro-extractor. They will separate small amounts of water and solid materials from oils, giving a clear, bright product. There are two types of these machines —one a disc type, such as is used in milk separation, and the other a machine with a bowl in the form of an elongated hollow cylinder of small diameter. Both these types of machines have many applications, especially in the branches of the industry dealing with oils and with organotherapeutic products.



DIRECT-DRIVEN CENTRIFUGAL MACHINE
By Thomas Broadbent & Sons, Ltd.



CENTRIFUGAL MACHINE FITTED WITH SKIMMING-PIPE
By Thomas Broadbent & Sons, Ltd.

Government Chemist's Report

The report of the Government chemist on the work of the Government laboratory for the year ended March 31, 1932 (Stationery Office, 9d.), contains several items of interest to chemists. This year there appears to have been a substantial reduction in the total number of samples examined, the decrease being due, according to the report, to the present state of industry generally. (A comment to the same effect was made in the report for the previous year). Under the heading "Sheep Dips," the report states that fifty-six samples were submitted during the year, of which seventeen were reported as defective; in two cases dips made in accordance with the submitted formulas and diluted as proposed would not have satisfied the Ministry's requirements. In connection with the Fertilisers and Feeding Stuffs Act, eight fertilisers were examined; of these five were mixed, two were sulphate of ammonia and one was superphosphate. Two of the mixed fertilisers contained less than one-fifth and another less than one-third of the declared amount of potash, together with deficiencies of other ingredients. Nine samples of medicines and drugs taken from supplies for the Colonies were examined as to conformity with specification; the result of the examination is not stated.

Under "Hydrocarbon Oils Duty" the total number of samples examined was 10,031, of which 7,807 were from imported and 2,224 from exported goods; of these 3,814 were miscellaneous composite preparations, including solvents, insecticides, medicinal and toilet preparations and essential oils. During the year, 13,594 samples of medicinal spirits, tinctures, liniments, extracts, infusions, perfumes, hair-washes and dentifrices were examined as to their character and spirit strength in order to check the exporters' claims for drawback on the spirit used in their manufacture. In 160 cases the declared strength of the spirit was overstated. Twenty-four samples were submitted by the police authorities, including a specimen of milk. Three appendices conclude the report.

Trade-mark applications in China.—We are informed that applicants for registration of trade marks in China in respect of medicines and drugs should submit a certificate drawn up by the Central Hygienic Laboratory in Shanghai as to the nature of the goods in respect of which the trade marks are sought to be registered. This certificate costs $100 Mex., and three samples of each product are necessary.

Biological and Biochemical Preparations in the B.P., 1932

By W. A. Whatmough, B.Sc., F.I.C., Ph.C.

(*Continued from C. & D., October 1, p. 415*)

Surprising Results

Cross-reference from B.P. text to index and vice versa may also lead to surprising results. For example, antitoxins are required to comply with "tests for freedom from abnormal toxicity," but the index only refers to a "test for freedom from undue toxicity" on p. 635. The latter proves to be subsection C of Appendix XVII, which in subsections A and B includes tests relating to vaccine lymph only. Reference to "Vaccinium Vacciniæ" reveals the absence of any test for either "undue" or "abnormal" toxicity, from which one conjectures that subsection C of Appendix XVII has no connection with the two vaccine lymph subsections and that it corresponds to the missing "test for freedom from abnormal toxicity." The question is settled by finding that the said subsection C is a test applicable to serum only, since it corresponds to Article 22 of the Therapeutic Substances Regulations, 1931, which requires "each batch of serum" to comply with "tests for freedom from abnormal toxicity." However, confusion becomes worse confounded by the discovery of "tests for absence of undue toxicity" in the B.P. biological assays of neoarsphenamine and sulpharsphenamine. These appear in Appendix XV, subsections M and N, but are not mentioned in either the monographs or the index. "Tests for maximum toxicity" is the expression in the Third Schedule of the Therapeutic Substances Regulations for the toxicity tests to be applied to arsphenamine and its derivatives by the general provisions of Part I of this Schedule. The above inconsistency in terminology and application is disconcerting, because the sale of therapeutic substances tested for "maximum toxicity" is prohibited entirely after expiry of a date appearing on the label pursuant to Article 10 (3) (*d*) of the Therapeutic Substances Regulations (i.e., the "urgency" exception does not apply to substances tested for maximum toxicity). Whereas a therapeutic substance tested for abnormal toxicity (e.g., diphtheria antitoxin) may be supplied at a physician's request and risk after the prescribed date, another therapeutic substance tested for maximum toxicity (e.g., salvarsan) must not be supplied under any circumstances whatsoever, a sale being an offence incurring liability to a fine of £100. The "undue toxicity" tests of the Pharmacopœia may have special application abroad, but the fact remains that at home this designation covers two toxicity tests with opposed applications as regards the supply of out-of-date therapeutic substances. Other problems arise in connection with the biological standardisation of pharmacopœial preparations, especially in interpreting where the "official" authority (of the B.P.) ends and outside legal jurisdiction begins. This indeterminate aspect of the new Pharmacopœia is brought out in the itemised survey below. The label appears the one safeguard in buying and selling medicaments "controlled" by law. Commercial considerations arising in connection with biological assay will be dealt with later.

The Official Monographs

ADRENALINUM.—This monograph is improved by details being more specific. The chemical name for adrenalin is now $l-\alpha-3:4-$dihydroxyphenyl$-\beta-$methylaminoethanol and the molecular weight is given as 183.1. Sanction is accorded to synthetic adrenalin. An ash limit (0.01 per cent.) is now included. A warning is given that adrenalin is unstable in neutral or alkaline solution, but that it is stable during storage if kept dry and in a dark-coloured glass container.

ANTITOXINUM DIPHTHERICUM. — This monograph commences by a cautionary notice to the effect that care must be taken to comply with the law in any part of the British Empire in which "Diphtheria Antitoxin is controlled by law," but no indication is given as to where the B.P. preparation is legal. Attention is called to the precautionary legal notice on p. 12. This announces that a local law supersedes the Pharmacopœia "directions," and adds that it is "expedient that local inquiry be made in each case." Also that for Great Britain and Northern Ireland the Therapeutic Substances Act, 1925, and the Regulations made thereunder should be consulted The effect is that the application of the B.P. monograph cannot be ascertained without reference to outside authority.

The antitoxin itself may be a "serum, or a preparation from serum, containing the antitoxic globulins, which have the specific power of neutralising the toxin formed by *Coryne-bacterium diphtheriæ*" (this last being the test for identity). The "Characters" are decidedly optional. Thus the two liquid forms of diphtheria antitoxin may or may not contain an antiseptic. The colour varies from yellow or yellowish brown (for serum) to yellowish brown or greenish yellow (for solution of antitoxic globulins). These are initially transparent, but acquire with age a faint opalescence. The solid forms are described as yellowish-white powders or yellowish-brown flakes, but it is inaccurate to state that "when dissolved in 10 parts of *water*, they resemble the liquid forms in colour and appearance." Obviously "the product" is intended, not "they." The first element of certainty is in the requirement that liquid serum does not contain more than 10 per cent (w/v) of solid matter. Not more than 1.0 gram of solid matter per 5,000 units is allowable in the case of solution of antitoxic globulins. It is not permissible to add antiseptics or other substances to the solid preparations. The tests for purity relate to sterility and freedom from abnormal toxicity. Under "Assay," the potency is fixed at not less than 400 units per mil for liquid preparations, and 4,000 units per gram for solid forms. The provisions regarding storage are interesting to the pharmacist vendor, especially as the compulsory condition requires him to be one of the prophets. After stating that diptheria antitoxin should be kept "at as low a temperature as possible above its freezing point," it is pointed out that deterioration is rapid during the first few months, but thereafter it is usually 5 per cent. per annum, and not exceeding 10 per cent. per annum, when the storage temperature does not rise above 10° C. It is noted that the rate of deterioration may approach 20 per cent. per annum during storage at 15° to 20° C. Finally "the number of units placed in each container must be sufficient to ensure that the number stated on the label is still present at the end of the period during which the preparation is intended to be used."

The provisions applicable to diphtheria antitoxin under the Therapeutic Substances Regulations, 1931, are, by contrast, much more reasonable and explicit. These require in each container a sufficient number of units in excess of the minimal total number of units indicated on the label, which will ensure that the said minimal total number of units will still be present at "the date to which the preparation may be expected to retain its potency," if kept under suitable conditions (which date must appear on the label pursuant to Article 10 (3) (*d*). The label should state:—(1) Whether the product is serum, dried serum, solution of antitoxic globulins, or dried

antitoxic globulins; (2) the date after which the preparation is not intended to be used. The label thus becomes the supplier's safeguard, but the Pharmacopœia succeeds in obscuring the mandates for out-of-date therapeutic substances. The first requirement reproduces legal labelling provisions requiring that "the label on the container or the label or wrapper on the package shall indicate the nature of the particular product. . . ." However, the second instruction is a mild parody of the legal situation, since Section 5 (2) (*b*) of the Therapeutic Substances Act, 1925, prohibits the sale of such "substance" after the prescribed date, the one exception being by Article 11 of the Therapeutic Substances Regulations, 1931, when a registered medical practitioner is satisfied that the sale is required "by the urgency of the case" after his attention has been drawn to the dates recorded on the container. The Pharmacopœia also instructs that the label on the container is to state:—(1) The minimum total number of units in the container; (2) either (*a*) the number of units in 1 mil or in 1 gram, or (*b*) the total number of mils of liquid, or grams of dried product, in the container.

Antitoxinum Tetanicum.—The monograph is on lines almost identical with the foregoing, the changes being in reference to an antitoxin with a specific power for neutralising the toxin formed by *Bacillus tetani*. An important difference is the use of "International Units." The label must state the total number of international units present and also the equivalent number of U.S.P.X units, which will be one-half the number of international units. The reference in labelling to "International Units" after plain "Units" in the monograph is unheralded, the unit being defined in Appendix XV, subsection E. Clarity of statement makes it preferable to use the international qualification throughout, especially since the U.S.P.X standard is mentioned in the text of a B.P. monograph—an extraordinary precedent in Pharmacopœia compilation as a consequence of following the Therapeutic Substances Regulations.

Antitoxinum Welchicum. — Gas-gangrene antitoxin for neutralising the toxin formed by *Bacillus perfringens* (*Bacillus Welchii*) is described in similar terms and corresponding requirements to those for the two previous antitoxins. An exception is in regard to the amount of solid matter in the solution of antitoxic globulins being not more than 20 per cent. (w/v) instead of one gram for so many units of potency. The storage statement is limited to "Gas-gangrene antitoxin (perfringens) should be kept at as low a temperature as possible above its freezing point." Incidentally it would be as well to specify such minimum storage temperature instead of referring to a freezing point (presumably 0° C.) unknown to the purchaser.

Arsphenamina.—This chemical, commonly known as salvarsan (dioxy-diamino-arseno benzol-dihydrochloride), is not included in the new Pharmacopœia, despite it being the type substance in Section 2 of the Schedule of the Therapeutic Substances Act, 1925. Apparently the original antisyphilitic therapeutic substance is being superseded by the officially recognised neoarsphenamine and sulpharsphenamine.

Digitalis Folium.—In accordance with the international agreement of 1930 in regard to potent drugs, digitalis leaf (from *Digitalis purpurea*, Linn.) is directed to be rapidly dried at a temperature between 55° and 60° C. as soon as possible after collection. Storage instructions are now added to the effect that the container should prevent access of moisture. Moisture limit (8 per cent.) and acid-insoluble ash limit (5 per cent.) are included, these being the sole tests for purity. Though digitalis is not included in the Schedules of the Therapeutic Substances Act, it is accorded the dignity of a precautionary legal notice owing to the British Pharmacopœia of 1932 making digitalis powder subject to biological standardisation. Hence the new Pharmacopœia instructs that "when Digitalis Folium, Digitalis Folia, or Pulvis Digitalis is prescribed, Digitalis Pulverata should be dispensed."

Digitalis Pulverata.—As noted above, the British Pharmacopœia of 1932 makes the activity of powdered digitalis subject to control by law. It requires reference to Appendix XV (I) to ascertain that the standard preparation for Great Britain and Northern Ireland is "the international digitalis powder." This standard applies in other parts of the British Empire "except for those countries in which a similar standard preparation, kept in a different institute, has been defined by law; in these countries the standard preparation so defined is used." The question arises whether it is possible for a "similar" standard to have a different activity. The onus of answering this query is placed upon the supplier, since it is stated under "Containers" that "Each container bears a label stating the number of units of activity contained in one gram, and the weight in grams which is equivalent in activity to one gram of the *international standard digitalis powder*." This envisages the supply of powdered digitalis not adjusted to pharmacopœial standard evidently for use in official digitalis preparations (infusion and tincture, the activity of which is controlled by law). Instead of sanctioning the use of equivalents, it would be safer and simpler to limit the title "digitalis pulverata" to digitalis powder of uniform activity, as is already the requirement in regard to digitalis powder for therapeutic administration (as this "must be assayed and adjusted to contain ten units in 1 gram"). The monograph confuses by making the adjustment of the activity of digitalis powder an optional matter, though at the same time requiring that its strength *must* be stated in terms of the international standard.

Extractum Hepatis Liquidum.—This addition to the Pharmacopœia contains the equivalent of 8 oz. of fresh liver (of ox or sheep) in each fl. oz. of liquid extract. It is prepared by dissolving precipitated and granulated liver extract (obtained during the process for making ext. hepatis siccum) in a mixture of distilled water, alcohol and glycerin. The volume is adjusted to one-eighth the original weight of fresh liver (as above). The final product also contains "not less than" 10 per cent. (v/v) of alcohol (95 per cent.), and "not less than" 20 per cent. (v/v) of glycerin. It is stated that liquid extract of liver should be used as soon as possible, as it may lose activity on keeping. It is indicated that the preparation should be kept in a well-closed container and stored in a cool place. A non-committal provision on labelling reads—"The label on the container states the equivalent of fresh liver in 30 mils, or in one fluid ounce." One remains in doubt as to the legal application of such a statement of fact.

Extractum Hepatis Siccum.—Dry extract of liver is described as a selected fraction of an alcoholic extract of ox or sheep liver containing the specific principle which increases the number of red corpuscles in the blood of persons suffering from pernicious anæmia. The process of preparation introduces into the Pharmacopœia the methods of the manufacturing biochemist requiring the plentiful use of alcohol for extraction, purification, and dehydration. The fact that a special type of industrial alcohol is employed in actual manufacture is not mentioned. The method of preparation is also one inapplicable except in the biochemical laboratory of a manufacturing chemist.

Extractum Pituitarii Liquidum.—Pituitary (posterior lobe) extract of the new Pharmacopœia is controlled by law. It is the "proper name" for the "complete watery extract" of the Fifth Schedule of the Therapeutic Substances Regulations, 1931. The B.P. preparation may be made from the posterior lobes of the pituitary bodies of oxen or other mammals. It is standardised to 10 units per millilitre, each unit being the specific activity of 0.5 mgm. of National Institute or "similar" standard preparation of pituitary (posterior lobe) extract when extracted by the prescribed method. The monograph requires the pituitary bodies to be frozen immediately on removal from "the animal" (this should be animals). The B.P. instruction to place the date of manufacture on the label is in striking disagreement with legal labelling requirements in this country. The latter concern the date after which sale is prohibited. In the case of pituitary (posterior lobe) extract the prescribed date is specified in the Fifth Schedule of the Therapeutic Substances Regulations, 1931, as "such date as the licensing authority shall in any particular case have approved in writing."

(*To be concluded.*)

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, November 24

THE week has so far been rather uneventful with business continuing on former modest lines, and prices being generally maintained. In pharmaceutical chemicals the recent advances are holding. Makers' quoted price for tartaric acid has been advanced. Some offers of phenacetin are at cheap rates. Vanillin has met with a fair demand. In the crude drugs markets business has been rather sluggish. The spot demand for agar-agar is still very poor; shipment prices are firmer. Gentian is a short market, and prices show a further sharp advance. Japanese menthol has been badly neglected so far this week, but there is no substantial fall in prices, due to the strength of the Japan market. It will be noted that arrivals of Alexandrian senna and gum acacia shipped from the Sudan will be liable to duty under the Import Duties Act, 1932, from November 30 next. Particulars of the drug auction will be found at the end of the Trade Report. Business in essential oils has been fair on limited lines, and prices are about steady. Bergamot is cheaper for shipment. West Indian lime is dearer and supplies are reported to be very short. Cananga is firm and dearer. Japanese peppermint has had a poor week except for some inquiry for spot oil. Quoted prices are being barely maintained, but the undertone continues steady despite the lack of demand. In the industrial chemicals market business has been about up to average, and the general tone is steady. Oxalic acid and potassium carbonate are dearer. International prices for red and white leads are unchanged. The fixed oils markets have been subdued, but prices at present low levels are fairly steady.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	November 24	Value of the £
Amsterdam ..	Fl. to £	12.107	8.10	13/4½
Berlin	Mks. to £	20.43	13.65	13/4½
Brussels ..	Belga to £	35	23.52½	13/5
Copenhagen ..	Kr. to £	18.159	19 3/32	21/2
Lisbon ..	Esc. to £	110	108	19/8
Madrid ..	Ptas. to £	25.22½	40	31/9
Milan	Lire to £	92.46	63¾	13/7
Montreal ..	Dol. to £	4 86⅔	3.76½	15/5¾
New York ..	Dol. to £	4 86⅔	3.25	13/4
Oslo	Kr. to £	18.159	19 3/16	21/6½
Paris	Fr. to £	124 21	83	13/4
Prague ..	Kr. to £	164.25	110½	14/3½
Stockholm ..	Kr to £	18.159	18.72½	20/8
Warsaw ..	Zloty to £	43.38	29⅛	13/7½
Zurich.. ..	Fr. to £	25.2215	16.94½	13/5¼

Bank rate 2 per cent.

Pharmaceutical Chemicals

BUSINESS is moving on limited lines, with the market steady. The recent alterations in values are all maintained on quotation, but there are some cheaper offers of phenacetin. Makers' quoted price for tartaric acid is dearer.

ACETANILIDE is unchanged; market dull but steady: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb. as to quantity.

AMIDOL.—Business is not of much account: quoted prices steady: 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb. in 7-lb. tins.

AMMONIUM BENZOATE is keeping steady on a slow market: quoted from 3s. 4d. to 3s. 6d. per lb. as to quantity.

ASPIRIN.—A satisfactory business continues in this product, with makers' and dealers' prices steady. Home trade: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 7½d. per lb. f.o.b.; less than one cwt., 2s. 9d. per lb. ex works.

BARBITONE is steady on spot and slightly dearer forward on current rates of exchange: spot, one cwt., 11s.; 56 lb., 11s. 3d.; 14 lb., 11s. 6d.; smaller parcels, up to 12s. 3d. per lb.

BENZOIC ACID (B.P.).—A moderate business reported; market steady: quantities ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 1d. per lb., ex store, as to quantity.

BROMIDES.—A fair inquiry is being received, with makers' and dealers' prices steady: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; smaller quantities, 2s. 1d. per lb.; potassium, B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; smaller quantities, 1s. 10d. per lb.; sodium, B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; smaller quantities, 2s. per lb. net without engagement. Special prices for larger quantities.

BUTYL CHLORAL HYDRATE.—Quoted prices are unchanged: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb. in 1-lb. bottles.

CAFFEINE.—There is keen competition for a limited business: pure alkaloid, 5s. 6d. to 6s. per lb.; citrate, 4s. 4d. to 4s. 10d. per lb. as to quantity.

CALCIUM LACTATE.—A little more inquiry this week; quotations are competitive: spot, one cwt., 1s. 1½d.; 56 lb., 1s. 2½d.; 28 lb., 1s. 3½d.; smaller parcels, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Makers' prices for home trade are maintained: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 4d.; one cwt., 3s. 5d.; 56 lb., 3s. 6d.; 28 lb., 3s. 7d.; 14 lb., 3s. 8d. per lb.; 28-lb. jars, one penny per lb. extra.

CITRATES.—Home makers' prices are as follows:—

	Under 4 lbs.	4 lbs. and under 7 lbs.	7 lbs. and under 14 lbs.	14 lbs. and under 28 lbs.
	s. d.	s. d.	s. d.	s. d.
Ferri et ammon. cit., B.P. (brown)	2 5	2 3	2 1	1 11
Potass. citras, B.P. ..	2 3	2 1	1 11	1 9
Sodii citras, B.P.C., 1911..	2 0	1 10	1 8	1 6
,, ,, B.P.C., 1923..	2 4	2 2	2 0	1 10

28 lb., 3d. per lb. less. Special prices for bulk quantities.

CITRIC ACID (B.P. CRYSTALS).—Makers' quoted price for home consumption is unchanged at 10¼d. per lb., less 5 per cent. discount nominal and without engagement. Dealers are offering spot material at very keen prices.

CREAM OF TARTAR.—The home trade price for 99 to 100 per cent. material quoted by makers is 85s. per cwt., less 2½ per cent. discount nominal and without engagement. Dealers are quoting at about level figures.

CREOSOTE (B.P.).—Business remains rather poor: quantities, about 2s. 1¾d. to 2s. 2½d. in demijohns; smaller parcels, up to 2s. 4d. per lb.

GUAIACOL CARBONATE.—Occasional small business is being done. Dealers quote one cwt. lots, 8s.; 56 lb., 8s. 1½d.; 28 lb., 8s. 4d.; smaller parcels, up to 8s. 9d. per lb.

HEXAMINE.—A steady inquiry is being received, with quotations competitive: free-running crystals, spot, ten cwt., 2s. 2½d.; two cwt., 2s. 3½d.; one cwt., 2s. 4¼d.; smaller parcels, up to 2s. 6d. per lb. Forward prices on a gold basis are dearer.

HYDROQUINONE.—Controlled prices stand at the recently revised rate, with occasional outside offers: ten cwt., 5s. 1½d.; five cwt., 5s. 2¼d.; two cwt., 5s. 3d.; one cwt., 5s. 3½d.; 56 lb., 5s. 4½d.; 28 lb., 5s. 6½d.; 14 lb., 5s. 8½d.; 7 lb., 5s. 10½d. per lb., carriage paid.

LACTIC ACID (B.P.).—The market is rather dull, with keen competition: quantities in carboys, 1s. 5½d. to 1s. 6d.; in demijohns, about 1s. 7d.; in winchesters, 1s. 8½d. to 1s. 9d. per lb. as to quantity.

METHYL SALICYLATE (B.P.) meets with a steady demand, with makers' and dealers' prices maintained: one ton and over, 1s. 4½d.; ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; smaller quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Spot prices are fully maintained and forward would be slightly dearer on current exchange rates: two cwt., 19s. 6d.; one cwt., 20s.; 56 lb., 20s. 7d.; small parcels, up to 21s. 6d. per lb. as to quantity.

METOL.—This market is steady but rather quiet: spot, 56 lb., 9s. 3d.; 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb. in tins; bottles extra. Wholesale distributors' prices for smaller quantities at higher prices.

MILK SUGAR.—Prices for Continental material are tending to be firmer: one ton, 51s.; ten cwt., 52s.; two cwt., 53s. 6d. per cwt. in two-cwt. cases.

MOLYBDATES.—Makers' prices are steady: molybdic acid, 28 lb., 5s. 3d.; 7 lb., 5s. 6d.; smaller quantities, 5s. 9d. per lb.; ammonium molybdate, 28 lb., 5s.; 7 lb., 5s. 3d.; smaller quantities, 5s. 6d. per lb. net, packages extra. Special prices for contracts and bulk quantities.

PARAFORMALDEHYDE is about steady, but the quoted price might be shaded for bulk orders: 100 per cent. powder, quantities in kegs, 1s. 2d.; smaller parcels, up to 1s. 7d. per lb. as to quantity.

PARALDEHYDE meets with occasional business on a keen market: quantities in carboys, 1s. to 1s. 1d.; winchesters, 1s. 4d. to 1s. 6d per lb.; higher prices for small quantities.

PHENACETIN.—The scale of sterling prices recorded last week is maintained, with rather keen outside competition: crystals or powder, ten cwt. and over, 4s. 6d.; five cwt., 4s. 7½d.; two cwt., 4s. 8¼d.; and less than two cwt., 4s. 9¾d. per lb., duty paid, ex warehouse.

PHENAZONE.—The market is quoted dearer on spot; forward would cost more on current rates of exchange: crystals, ten cwt., 9s. 11d.; five cwt., 10s. 1½d.; two cwt., 10s. 4d.; and less, up to 10s. 9d. per lb., with powder 2¼d. per lb. extra.

PHENOLPHTHALEIN.—Home makers' prices are maintained; business fair: five cwt., 3s. 10d.; two cwt., 3s. 11d.; one cwt., 4s.; 28 lb., 4s. 3d.; 14 lb., 4s. 6d.; 7 lb., 4s. 9d.; smaller parcels, up to 5s. per lb.

PHENYL ETHYL BARBITURIC. — Controlled prices are unchanged, with occasional cheaper outside offer: one cwt., 38s. 6d.; 56 lb., 39s. 6d.; 28 lb., 41s.; smaller lots, 42s. 6d. per lb. in 2-lb. bottles, carriage paid; small quantities in different packing at higher prices.

POTASSIUM PERMANGANATE (B.P.).—A steady business in small orders continues: bulk quantities in two-cwt. drums, 8¾d. to 9¼d.; druggists' parcels, 9½d. to 10d. per lb., as to quantity.

POTASSIUM SULPHOGUAIACOLATE.—The demand is unimportant. Dealers quoting spot at about 4s. 9d. to 5s. per lb.

PYROGALLIC ACID.—Business is limited; quoted prices unchanged: 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb. in 7-lb. tins.

QUININE SULPHATE.—Convention prices continue at recent increase, due to depressed sterling exchange rates: sulphate, 2s. 6d.; hydrochloride, 3s. 1d.; hydrobromide, 3s. 1d.; salicylate, 3s. 3d.; alkaloid, 3s. 5d.; phosphate, 3s 10d.; hypophosphite, 4s. 5d.; valerianate, 4s. 10d. per oz., carriage paid on bulk quantities.

RESORCIN.—Dealers' prices are steady and a moderate business is being done: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb., with powder 3d. per lb. extra.

ROCHELLE SALTS.—Makers' scale of prices for sodium and potassium tartrates and Seidlitz powder, for home trade, are steady as follows: powder, five cwt. and over, 77s. 6d.; less than five cwt., 80s.; less than one cwt., 82s. 6d. per cwt., carriage paid, with crystals 2s. 6d. per cwt. extra. Pulv. seidlitz, five cwt. or over, 62s. 6d.; less than five cwt., 64s. 3d.; less than one cwt., 66s. 3d.; double seidlitz, five cwt. or over, 69s.; less than five cwt., 71s. 3d.; less than one cwt., 73s. 3d. per cwt., carriage paid. Quoted without engagement.

SALICYLIC ACID (B.P.).—The market is steady as quoted by home makers: one ton, 1s. 5d.; ten cwt., 1s. 5½d.; five cwt., 1s. 6d.; one cwt., 1s. 6½d.; small parcels, up to 2s. per lb., as to quantity.

SALOL.—The advance in the scale of prices recorded last week is maintained: crystals, two cwt., 5s. 9d.; one cwt., 5s. 11d.; 56 lb., 6s.; smaller parcels, 6s. 1½d. per lb.; powder, 2d. per lb. extra.

SANTONIN.—There is no change to report. Competition continues, with the home maker meeting the position. Fair quantities, about £26 per kilo.

SODIUM BENZOATE (B.P.).—Business is rather restricted and the market competitive: bulk quantities, 1s. 6½d.; cwt. lots, 1s. 7¼d.; smaller parcels, up to 2s. per lb. Limited quantities of material conforming to the new B.P. are available at 1s. 7½d. to 1s. 9d. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE.—The spot market is steady but quiet: spot, one cwt., 12s. 9d.; 56 lb., 13s.; 28 lb., 13s. 3d.; 14 lb., 13s. 6d.; 7 lb., 13s. 9d.; smaller parcels, up to 14s. per lb.

SODIUM SALICYLATE (B.P.).—Business is fairly good, with makers' and dealers' prices maintained. Home trade: powder, two tons, 1s. 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 1d.; 14 lb., 2s. 3d. per lb., with crystals 1d. per lb. extra.

SULPHONAL.—Dealers' prices for spot material are steady; slightly dearer forward: crystals, two cwt., 15s. 7d.; one cwt., 16s.; 56 lb., 16s. 3d.; smaller parcels, up to 17s. 6d. per lb., with powder 2d. per lb. extra.

TARTARIC ACID (B.P. CRYSTALS).—Makers' quoted price for home trade has been advanced to 10½d. per lb., less 5 per cent. discount, nominal and without engagement. Foreign material to come forward is nominal, and prices are likely to harden.

THEOBROMINE.—Offers are competitive for a limited business: pure alkaloid, 5s. 4d. to 5s. 8d.; sodium salicylate, 5s. 3d. to 5s. 6d. per lb., as to quantity.

THYMOL.—Business is slow and the market is rather easy as quoted: synthetic, fine white, one cwt., 5s. 9d.; 56 lb., 5s. 10½d.; 28 lb., 6s.; 14 lb., 6s. 1½d. per lb.; ex ajowan seed, one cwt., 7s. 6d.; 56 lb., 7s. 7½d.; 28 lb., 7s. 9d.; 14 lb., 8s. per lb.

VANILLIN.—Quoted prices are fairly steady and business is not bad: ex guaiacol, one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.; ex clove oil, 16s. to 18s. per lb. as to quantity, from one ton to less than 14 lb.

Crude Drugs, etc.

PARTICULARS of the drug auction will be found at the end of the Trade Report.

AGAR-AGAR.—The spot market is dull and irregular; shipment offers are again dearer. Spot, Kobe No. 1, 2s. 7½d.; No. 2, 2s. 6d.; Yokohama No. 1, 2s. 6d. per lb.; shipment, Kobe No. 1, 2s. 1d.; January-February, 2s.; Kobe No. 2, 1s. 9½d.; Yokohama No. 1, 1s. 9d. per lb. c.i.f.

ANTIMONY.—Market is quoted unchanged on the week. Chinese crude, spot, £19 10s.; shipment, £18 10s. c.i.f. Chinese oxide, spot, £27; shipment, £23 5s. c.i.f.

ARNICA FLOWERS.—Spot supplies of Montana are offering at about 9d. per lb.

CAMPHOR.—There has been a little more inquiry on spot with the market about unchanged. Spot, Japanese, slabs, 2s. 3d.; tablets, 2s. 10d.; shipment, slabs, 1s. 10½d.; flowers, 1s. 11d.; tablets, 2s. 4d. per lb. c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ⅓ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CLOVES.—Business has been slow; prices are maintained. Zanzibar, spot, 7½d.; shipment, November-December, 6⅞d.; January-March, 6⅞d. per lb. c.i.f. Madagascar, spot, 7½d. per lb.

The landings of Zanzibar in London during the week ended November 19 were 140 and the deliveries eight, leaving a stock of 1,572, against 994 in 1931. From January 1 to date landings of Zanzibar have been 5,312, against 3,484 in 1931, and the deliveries 5,727, against 3,509 in 1931. Landings of Madagascar for the week ended November 19 were *nil* and the deliveries 15, leaving a stock of 1,234, against 660 in 1931. Landings of Madagascar this year to date have been 814, against 2,320 in 1931, and the deliveries 776, against 2,266 in 1931.

COCOA BUTTER.—Prime English is quoted from 9¾d. to 10¾d. per lb., as to quantity.

COCONUT (DESICCATED).—Values have again advanced. The market is very steady, and business is sustained. Spot, fine, 26s.; medium, 25s.; shipment, halves, November-December, 24s. 6d. per cwt. c.i.f.

COD-LIVER OIL.—The shipment market for finest Lofoten steam refined non-freezing medicinal oil is very steady and tending to advance. Shipments to November 19 totalled 92,462 barrels compared with 76,856 barrels at the same time last year. Shipment from 88s. 6d. to 91s. per barrel, c.i.f. as to quantity and brand. Spot is quoted at about 107s. 6d. per barrel, ex store, duty paid. The London market dealing in this product has been disturbed, and shipment business that was in course of negotiation has been suspended by a statement to the effect that the pro-

posed duty under the Ottawa Agreements Act, 1932, will be enforced very soon. In consequence, buyers are nervous about placing their orders, even for prompt shipment from Norway, on account of this indication that the duty would be in operation before the goods arrived here. The proposal to impose a duty of 1s. 4d. per gallon on foreign cod-liver oil is part of our Agreement with the Newfoundland Government. At the time the Ottawa Agreements passed the final stages in Parliament it was made clear that the duties relating to Newfoundland would not be put into operation until the Government of that colony had ratified the Agreement. We are advised by a reliable source of information that, under the present arrangements, the House of Assembly in Newfoundland will not meet to transact business before the latter part of January or February of next year.

GELATIN.—A steady business in limited quantities is being done. Spot, gold leaf, 2s. 1d.; silver leaf, 1s. 10½d.; bronze leaf, 1s. 8½d.; thin leaf, 1s. 7½d. per lb. in cwt. lots.

GENTIAN.—This product shows a sharp advance again, and is now quoted at 55s. per cwt. Supplies at source are reported short.

GINGER.—The market has been rather dull this week. West African, spot, 23s.; for arrival, 22s. per cwt. c.i.f.

HENBANE.—Supplies of foreign are available at the quoted figure of 40s. per cwt., spot.

MANNA.—Dealers are quoting selected flake in 1-lb. tins at about 3s. 9d. per lb., spot.

MENTHOL.—The market dealing in this product has been subdued this week, but despite the falling off in operations prices for K/S brands show but small decline and the undertone is persistently steady. On spot, 18s. 9d., and slightly less for bulk quantities; shipment, October-December, 16s. 3d.; January-March, 16s. 3d. per lb. c.i.f. Japan quotes double pound at 23s. 3d. c.i.f., making menthol 16s. 6d. and peppermint oil 6s. 9d. per lb.

MERCURY.—Spanish/Italian metal for shipment is quoted at 35 dollars per bottle c.i.f., and spot at 36 dollars ex store. Second-hand spot quoted at about £10 17s. 6d. to £11 5s. per bottle ex store.

OPIUM.—The market is steadier and some business has been done. Fully 1s. 2d. per unit, duty paid and landed.

PEPPER.—The market has been mostly dull; spot values are about held, with shipment a shade easier. Lampong, spot, 6d.; shipment, October-December, 4⅞d.; January-March, 4⅞d.; March-May, 4⅞d. per lb. c.i.f. Tellicherry, spot, 63s.; shipment, January-March, 48s. per cwt. c.i.f. Aleppy, spot, 6½d.; shipment, January-March, 45s. 6d. c.i.f. White Muntok, spot, 7d.; shipment, October-December, 5 11/16d.; January-March, 5¾d.; March-May, 5⅞d. per lb. c.i.f.

PIMENTO.—The market is about steady; business has been slow. Spot, 3½d. per lb.; shipment, November-December, 26s. 6d. per cwt. c.i.f.

RUBBER.—A moderate business has been done during the past week and values are quoted level. U.K. stocks total 97,973 tons, against 98 857 tons last week and 130,681 tons a year ago. Standard ribbed smoked sheet, sellers, spot, 2 21/32d.; November, 2 21/32d.; December, 2 21/32d.; January-March, 1933, 2 11/16d.; April-June, 2 25/32d.; July-September, 2⅞d.; October-December, 2 31/32d. per lb.

SAFFRON.—A limited business is being done, with the market steady. Spot, primo B.P., 65s. 6d.; extra B.P., 61s.; super B.P., 57s. 6d. per lb., and less for bulk quantities.

SEEDS.—ANISE.—Spot, Spanish, 52s.; Bulgarian, 35s.; Levant, 34s. per cwt. CANARY.—Unchanged; Mazagan offering at 12s. 9d.; Tangier, 12s. 3d.; Kenitra sold at 12s. LINSEED.—Mazagan offering at 13s. 9d. spot; Morocco, 17s. CORIANDER.—Morocco, 1929 crop, 15s. 9d. spot; wormy, 14s. 9d. Very badly weevilled sold at 14s. CUMIN.—Malta, spot, now 33s.; Morocco, quiet at 32s. FENUGREEK.—Morocco, spot, 12s.; shipment, 10s. c.i.f. CARAWAY.—Dutch, 32s. 6d. to 33s., duty paid. MUSTARD.—English, 23s. 6d. to 32s. 6d. per cwt., according to quality.

SENEGA.—Spot offers are in the region of 2s. 3d., and less for bulk quantities; shipment is at about 2s. 2½d. per lb. c.i.f.

SHELLAC.—The market was much easier early in the week but has since made a fair recovery. Spot, standard TN orange, 57s. 6d.; fine orange, 65s. to 122s. 6d.; pure button, 70s. per cwt. For delivery, TN December, 48s.; March, 50s.; May, 51s. 9d.; for arrival, TN, November-December, 49s. per cwt. c.i.f.

SQUILL.—Some good white is available on spot at about 25s. per cwt.

VANILLA.—Spot supplies are quoted as follows: Bourbon extra, 4½ to 5 inches, 4s. 5d.; 5½ to 6 inches, 5s. 2d.; 6¼ to 6¾ inches, 5s. 6d.; 7 to 7½ inches, 7s. per lb. Bourbon, superior, 4½ to 5 inches, 4s. 2d.; 5½ to 6 inches, 4s. 11d.; 6¼ to 6¾ inches, 5s. 3d.; 7½ to 8 inches, 7s. 6d. per lb. First splits, 4½ to 5 inches, 4s.; 5½ to 6 inches, 4s. 5d.; 6¼ to 6¾ inches, 5s. 3d.; 7 to 7½ inches, 5s. 8d.; 7½ to 8 inches, 6s. 10d. per lb. Tahiti, block, 5 to 6 inches, 4s. 6d. per lb., in boxes of about 11-lb. net, ex warehouse. Slightly cheaper prices for large quantities to come forward.

Essential Oils, etc.

WEST INDIAN lime oil is scarce on spot, with the market again dearer and firm; shipment is nominal, with nothing offering. Cananga is dearer and firm, and also short. Sicilian lemon and orange are by no means active. Bergamot for shipment is cheapening and unsteady. Japanese peppermint has been much quieter, but prices quoted are about maintained.

ALMOND.—Dealers are quoting genuine s.p.a. on spot at 7s. 6d. and upwards per lb.; dearer to come forward. English sweet almond, cwt. lots, 2s. 2d.; smaller quantities, 2s. 4d. per lb.

ANISE (STAR).—This product is still unusually dull and the market is easy for spot material: spot, "Red Ship," in leads, 1s. 10½d.; in tins, 1s. 8d.; in drums, 1s. 7¼d.; shipment, in leads, 1s. 9d.; in tins, 1s. 7½d.; in drums, 1s. 6½d. per lb. c.i.f.

BERGAMOT.—The spot market shows little life and offers at keen prices are being made. The shipment market is rather unsteady, being in the region of 8s. per lb. c.i.f. for bulk quantities.

BOIS DE ROSE.—There is no Cayenne available on spot and shipment prices are not obtainable. It is understood that a small parcel is on the way here. Brazilian meets with some call, with spot at about 4s. 9d. to 5s. per lb. as to quantity.

CAJUPUT.—Material to conform to the new B.P. is steady at the higher price of fully 2s. 6d. per lb. spot.

CANANGA.—The market is firm and dearer at about 8s. 9d. to 10s. per lb. Spot supplies are said to be short. Shipment is about 7s. per lb. c.i.f.

CARAWAY.—The market is quiet and unchanged. Continental twice-rectified, 7s. 6d. to 7s. 9d. per lb. as to quantity.

CASSIA.—Business has been negligible, with spot quoted from 3s. 8¼d. to 3s. 9d. per lb. for fair quantities.

CEDARWOOD.—The demand has been quieter this week. Colonial, spot, in drums, 1s. 8d.; in tins, 1s. 9½d. per lb. American, spot, 1s. 10¾d. in drums; smaller lots, up to 2s. 1d.; shipment, 1s. 8½d. per lb. c.i.f.

CINNAMON LEAF meets with a moderate demand, with spot, in tins, at 3s. 3d. to 3s. 4d. per lb.; shipment, in drums, 2s. 4½d. per lb. c.i.f.

CITRONELLA.—These markets are about unchanged, but business has been slow. Ceylon, spot, 2s. 1d. to 2s. 2d.; shipment, 1s. 10¾d. per lb. c.i.f. Java on spot is well held at 3s. to 3s. 2d.; shipment is quoted at about 2s. 8½d. per lb. c.i.f.

CLOVE.—The call for Madagascar has been quieter, but spot values are about unchanged at 3s. 6d., and shipment at 3s. per lb. c.i.f. English is steady at 4s. 9d. to 5s. 4d. per lb. as to make and quantity.

EUCALYPTUS.—A moderate business in the Colonial product continues. Australian, spot, 70 to 75 per cent., 1s. to 1s. 0½d.; 80 to 85 per cent., 1s. 1d. to 1s. 2d. per lb., and less for bulk quantities. Spanish, 70 to 75 per cent., 1s. 2d.

GERANIUM.—Cheap offers are being made, and most of the limited business passing seems to be going in that direction. Bourbon, spot, 23s. 6d. to 24s.; shipment, about 23s. per lb. c.i.f. Algerian, spot, about 23s. 6d. per lb.

GINGERGRASS.—Occasional small business is recorded, with the market steady at about 6s. 6d. to 6s. 8d. per lb. as to quantity.

JUNIPER BERRY (B.P.).—There is not much call for this product: spot is quoted at about 4s. 6d. per lb., and less for bulk quantities.

LAVENDER.—Inquiry for shipment of new crop French has been limited in volume and the cheaper offers are proving effective. Prices of best brands are steadily maintained, as follows: 50 to 52 per cent., 10s. 6d. to 10s. 9d.; 40 to 42 per cent., 9s. 3d. to 9s. 6d.; 38 to 40 per cent., 8s. 9d. to 9s.; 36 to 38 per cent., 8s. 3d. to 8s. 6d.; 30 to 32 per cent., 7s. 6d. to 7s. 9d. per lb., delivered, and slightly less for bulk quantities.

LEMON.—There has been rather more inquiry for new crop Sicilian hand-pressed; the shipment prices, although still showing a wide margin, are inclined to be steadier. Quoted from 4s. 4d. to 5s. 9d. per lb. as to brand for bulk quantities. The spot market is dull, with parcels offering from 4s. 3d. to 5s. 9d. per lb. The Californian oil is steady at last week's lower figures of 48 cents, in large drums, and 49 cents per lb. in small drums, spot.

LEMONGRASS.—Dealers are doing a fair business, with spot round about 2s. 4½d. as to quantity; shipment is about 2s. 2½d. per lb. c.i.f.

LIME.—This market is firm and prices have now advanced to about 35s. 6d. per lb. spot, if available. There appears to be practically nothing in first hands, and second-hand material is considered to total well under one ton. America has been buying on this market. There is nothing offering for shipment.

MANDARIN.—The market is steady with the usual small orders being taken against the quotation of about 16s. 6d. per lb., spot: shipment, 14s. 3d. per lb. c.i.f.

ORANGE.—The offers of Sicilian sweet new crop are not attracting very much business, with prices in the region of 5s. 9d. to 6s. 9d. per lb. c.i.f. French Colonial is fairly active, with quotations at about 4s. 3d. and less for bulk quantities. West Indian is quoted at about 5s. per lb. c.i.f.

PALMAROSA.—Rather quiet on spot and a trifle easier at about 8s. 3d. to 8s. 6d. per lb., as to quantity. Shipment is about 7s. 6d. per lb. c.i.f.

PEPPERMINT.—The only interest in this product is some inquiry for spot oil; the shipment market has slackened considerably so far as business is concerned, but values are being steadily maintained. At noon to-day (Thursday) there was more inquiry, and the market was steady. Japanese dementholised, spot, 6s. 2d.; shipment, October-December, 6s. 1½d.; January-March, 6s. 1½d. per lb. c.i.f. American oil tends to be firmer for shipment, with quotations for branded oil now at 1 dollar 90 to 1 dollar 95 cents per lb. c.i.f. in drums.

ROSEMARY.—Rather more inquiry this week with Spanish on spot from 1s. 11d. to 2s. 1d. per lb., as to quantity. French, from 3s. to 3s. 3d. per lb.

SANDALWOOD.—Genuine East Indian is steady at 24s. to 25s. per lb., as to number of cases.

SASSAFRAS.—Spot offers at about 4s. 1d. to 4s. 3d. per lb. are not attracting much business.

SPEARMINT.—Dealers continue to quote spot at about 7s. 9d. to 8s. 3d. per lb., as to quantity.

SPIKE.—Business has been quiet on spot, with Spanish at about 3s. to 3s. 3d. per lb., as to quantity.

WORMSEED.—Dealers' prices are rather irregular, with spot from 14s. to 14s. 6d., and some are higher. Shipment offers are at about 12s. 6d. per lb. c.i.f.

The following quotations are current for synthetics, etc.: Acetophone, 6s. 3d. to 6s. 6d. per lb.; amyl acetate, pure, 125s. per cwt.; technical, 115s. per cwt.; amyl salicylate, 2s. 2d. per lb., in cwt. lots; aubepine, ex para cresol, is steady at 8s. 3d. to 9s. per lb.; benzaldehyde, f.f.c., 2s. 1d. to 2s. 6d. per lb.; benzyl acetate, f.f.c., 1s. 5d. to 1s. 9d. per lb.; benzyl alcohol is dearer at 1s. 11d. to 2s. 3d. per lb.; bromstyrol, 100 per cent., is cheaper at 11s. 4d. to 11s. 6d. per lb.; butyric acid, 3s. 3d. to 3s. 6d. per lb.; citral, chemically pure, 8s. to 8s. 6d.; coumarin, 13s. to 14s. per lb.; ethyl phthalate, 2s. 8d. to 2s. 9d. per lb.; eugenol, 7s. 10d. to 8s. 6d. per lb.; geraniol, ex palmarosa, 16s. to 18s. per lb.; heliotropin, 100 per cent. crystals, is now quoted at 5s. 4d. to 6s. per lb., as to quantity; iso eugenol is cheaper at 10s. to 10s. 6d. per lb.; methyl anthranilate, 6s. 6d. to 7s. 6d. per lb.; mirbane, 8½d. to 10d. per lb.; musk ketone, 29s. 10d. per lb., with bonus for quantities; phenyl ethyl alcohol, 8s. to 8s. 9d. per lb.; safrol is cheaper at 1s. 8d. to 2s. per lb.

Industrial Chemicals, etc.

A RATHER poor volume of business is being done in this market, only a few products being in good demand. Oxalic acid and potassium carbonate are dearer and chlorates are easier. ACETIC ACID.—Business continues on a very fair scale; market steady: 80 per cent. technical, £37 5s.; 80 per cent. pure, £38 5s. per ton in barrels; glacial, pharmaceutical, 99 to 100 per cent., £59 in glass demi-johns; glacial in barrels, £48 per ton, carriage paid in U.K. ACETONE (B.G.S.).—The market is steady: business is about average: £65 to £68 per ton in drums, carriage paid in U.K. AMMONIA (ANHYDROUS) meets with a steady business in small quantities: 99.95 per cent. material, 11d. to 1s. 3d. per lb. in loaned drums, carriage paid, and slightly less for important contracts. AMMONIUM CHLORIDE.—Inquiry has been poor for some time; dealers' prices steady: grey galvanising, £20 to £21 per ton, in casks, ex store; slightly less for contracts. ARSENIC.—Imported material is quoted at cheap prices: Continental, from £19 per ton c.i.f. and £20 10s. per ton ex wharf, in casks. Australian, £17 15s. per ton c.i.f. BLEACHING POWDER.—The home trade price for four-ton lots of 35 to 37 per cent. chlorine is £18 15s. per ton in softwood casks, carriage paid. BORAX.—Makers' home trade prices are as follows: commercial granulated, £15 10s.; crystals, £16 10s.; powdered, £17; extra fine powder, £18; B.P. crystals, £24 10s.; powdered, £25; extra fine, £26 per ton, packed in one-cwt. bags, carriage paid. BORIC ACID.—Makers' prices for home trade are steady, as follows: commercial granulated, £26 10s.; powdered, £28 10s.; extra fine, £30 10s.; large flakes, £39; B.P. crystals, £35 10s.; powdered, £36 10s.; extra fine, £38 10s. per ton for one-ton lots and upwards in free one-cwt. bags, carriage paid. FORMALDEHYDE. — Business continues on a fair scale, with prices competitive: 40 per cent. by volume, about £28 per ton in casks, ex store; slightly lower prices for big quantities. ISOPROPYL ALCOHOL has not been in much call; market about steady: first quality, ex acetone, 11s. 6d. to 12s. per gallon in drums, carriage paid; ex "cracked petroleum" qualities, 9s. per gallon. LEAD ACETATE is a slow market, with keen prices quoted for quantities: brown, £29 7s. 6d.; white, £31 7s. 6d. per ton, in casks, ex store. LITHOPONE.—A little more inquiry on the market, with quoted values unchanged: 30 per cent. Continental red seal, £20 per ton, ex store. OXALIC ACID.—The market is dearer and firm, with supplies limited: quantities, £48 17s. 6d. per ton; small quantities, about 49s. 6d. to 50s. per cwt. ex store. POTASH CAUSTIC (88 to 92 per cent. solid).—The market is dull but steady: quoted from £38 10s. to £40 10s. per ton ex store. POTASSIUM CARBONATE.—Prices quoted are dearer, but business is limited: 90 to 92 per cent., £33 7s. 6d. per ton; 96 to 98 per cent., £35 7s. 6d. per ton, in casks, ex store; slightly lower prices for contracts. POTASSIUM CHLORATE.—Bulk quantities are quoted at about £37 10s. per ton, in casks, ex store; small quantities, 4¾d. to 5½d. per lb. ex store. POTASSIUM PERMANGANATE.—The demand for the commercial quality is mostly in small lots: quantities in two-cwt. drums, 8½d. to 8¾d. per lb.; smaller parcels, 9d. to 9½d. per lb. POTASSIUM PRUSSIATE meets with occasional business; market steady: yellow, in quantities, £77 5s. to £80 per ton as to quantity. SAL AMMONIAC.—The market is steady, with a small business moving: dog-tooth crystals, £36; medium, £32; fine white crystals, £18 5s. per ton, in casks, ex store. SALTCAKE is moving fairly well at about 62s. to 63s. per ton, in minimum truck lots, in bulk, carriage paid. RED LEAD.—English, 5/10 cwt., £29 10s.; 10 cwt./one ton, £29 5s.; 1/2 tons, £29; 2/5 tons, £28 10s.; 5/20 tons, £28; 20/100 tons, £27 10s.; over 100 tons, £27 per ton, less 2½ per cent., carriage paid; non-setting red lead, 10s. per ton dearer in each case, Continental material, £1 per ton cheaper. Quotations are subject to withdrawal without notice. Convention prices are unchanged. SODA CAUSTIC.—Makers' prices for home consumption are unchanged: 70 to 72 per cent., £13 12s. 6d.; 76 to 77 per cent., £14 per ton, in drums, carriage paid on contracts. Spot, about 10s. per ton extra. SODA CRYSTALS (CARBONATE).—Makers' prices for home consumption remain at about £5 5s. per ton, in bags, f.o.r. works. SODIUM ACETATE.—The market is dull, dealers quoting about £22 per ton, in casks, ex store. SODIUM BICARBONATE.—Makers' price for home trade is steady: refined, in bags, £10 10s. per ton, carriage paid. SODIUM CHLORATE.—The market is easier: quantities, £30 per ton; small parcels, from 3¾d. to 4¼d. per lb. ex store. SODIUM HYPOSULPHITE.—Only a limited inquiry on the market: dealers quote pea crystals in one-cwt. kegs, £15 per ton; commercial quality, £9 10s. in casks, ex store; makers' price for pure crystals to home consumers on contract, £15 per ton, carriage paid to buyer's works. SODIUM PRUSSIATE is steady, with about average business moving, quantities, 5¼d. to 5½d. per lb.; smaller parcels, up to 7½d. per lb. ex store. WHITE LEAD.—Dry, English, less than five tons, £39 10s.; 5/15 tons, £34 10s.; 15/25 tons, £34; 25/50 tons, £33 10s.; 50/200 tons, £33 per ton, less 5 per cent., carriage paid; Continental, £1 per ton cheaper; ground in oil, English, 1/5 cwt., £49; 5/10 cwt., £47; 10 cwt./one ton, £46 10s.; 1/2 tons, £45 10s.; 2/5 tons, £44; 5/15 tons £41; 15/25 tons, £39 10s.; 25/50 tons, £39; 50/100 tons, £38 10s. per ton, less 5 per cent., carriage paid; Continental material, £2 per ton cheaper; subject to withdrawal without notice. Convention prices are keeping steady.

London Drug Auction

Commercial Sale Rooms,
Mincing Lane, E.C.3.
November 24.

At the drug auction held to-day—the last of the year—ten catalogues were submitted; the offerings were moderate, but the demand generally was quiet, owing, no doubt, to the approach of stock-taking. There was no outstanding feature to report, but prices generally were firmly maintained. Honey, firmer, paler descriptions being very scarce. Sarsaparilla, grey Jamaica, in better demand and sold at full rates. Benzoin, Sumatra, only the fine qualities sold. Ipecacuanha, neglected. Buchu leaves, firm, especially for the better grades. Dragon's blood was quiet and unchanged.

Aconite root.—Nineteen bags Japanese, of fair quality, retired at 55s. per cwt.

Aloes.—Cape: a parcel of ten boxes, prime quality, retired at 38s. Curacao in fair supply and were withdrawn at from 75s. to 95s., according to quality. Zanzibar, seven cases (in skins) were held for 70s. per cwt.

Annatto seed.—A lot of twenty bags of good Madras were retired at 4½d. Brazilian, 25 bags, rather dry, retired at 3¼d. per lb.

Asafœtida.—Ordinary to fair almondy block was held for 75s. to 95s. per cwt.

Balsam.—Forty-two cases of Para, copaiba, were withdrawn at 1s. 2d. *Tolu*, 25 cases, good fair, slightly soft, retired at 3s. 3d. per lb. "in bond." Peru, eight cases, of direct import, were retired at 4s. 6d. duty paid, at which price the auctioneer announced private sales were being made.

Benzoin.—Sumatra, in very small supply, but the demand was not active. Good almondy seconds were sold at £7 10s., ordinary to fair retired at from £6 10s. to £7. Thirds were withdrawn at 85s. to 90s. "in bond." Common barky, very poor, were retired at 60s. to 70s. per cwt. Siam, a fair selection offered: fine bold, loose almonds, £31; medium, £23; small to medium, £25; small pea size, £22; grains, £18 10s.; siftings, greyish, £9 2s. 6d.; blocky pickings, £14 per cwt. Palembang, there were no supplies on offer.

Buchu.—Fine green rounds, small supply and held for 1s. 3d. to 1s. 4d.; fair green, slightly mixed yellow leaves, 1s. 1d. to 1s. 2d.; yellow, 11d. Ovals retired at 9d. to 10d., according to quality.

Calumba.—Forty bags ordinary natural sorts were limited at 15s. per cwt.

Cardamoms.—Bleached in very small supply and a few cases sold. Very small fetched 1s. 8d., and small medium, splits, 2s. 3d. Seeds, fair Bombay, retired at 3s. 1d., and Ceylon at 2s. 11d. per lb. A few cases of green Ceylon retired at 2s. 4d. per lb.

Cascara sagrada.—There was nothing offering in sale, but privately the market is very firm, and dearer prices are being secured. New peel, on the spot, is now 60s. per cwt.

Cascarilla.—A new arrival of seven packages was catalogued, and of these four were sold prior to the sale, without the price being disclosed. The remainder consisted of fair stringy, for which 2s. 8d. was asked "in bond."

Chamomiles.—Twenty bales of Belgium flowers were offered and retired at 145s. per cwt. for fair white, a little mixed, and 125s. for dullish old crop.

Cinchona bark.—Ten bales Ceylon succirubra chips were sold at 5½d., and two bales Loxa, quills, sold cheaply "without reserve" at 6½d. per lb.

Civet.—Three horns of good quality were limited at 12s. per ounce.

Colocynth.—Several parcels offered, good pale pulp being available at from 10d. to 1s. per lb.

Cubebs.—A new arrival of six bags, good genuine berries, retired at £9 10s. per cwt., duty paid.

Cus cus root.—A small lot of India sold "without reserve" at 16s. per cwt.

Cuttlefish bone.—A new arrival of fair medium to bold sorts was retired at 7d. per lb.

Dragon's blood is quiet and in fair supply: fair reboiled, £30; ordinary bright, part drossy, £20 to £25; slabs, pale and poor, pinky, retired at £11 to £13. Zanzibar, drop, was withdrawn at 65s. for poor colour, very woody.

Eucalyptus oil met no demand. Several parcels were on offer, and 72 to 74 per cent. (in drums) withdrawn at from 10d. to 11d. per lb.

Gamboge continues in steady demand privately, but nothing was sold in auctions. Prices range from £16 per cwt. "in bond" for fine Siam pipe, down to £13 per cwt. "in bond" for fair Saigon.

Guaiacum.—In limited supply. Eleven packages, chiefly good glassy block, retired at 2s. 3d. per lb., and ordinary 1s. 6d. per lb., all "in bond."

Gum acacia is firmer, on account of the proposed import duty. In auction nothing was sold, but we understand a fair business is being done privately

Henna.—A lot of ten bales of brownish Egyptian leaves was sold at 20s. per cwt. A further lot of 50 bags in another broker's catalogue was bought in at 25s. per cwt.

Honey.—The offerings consisted chiefly of the darker grades, pale being scarce. Jamaica, a lot of palish set sold at 52s. Holders generally were firm, and we understand that a good business has recently been done privately.

Ipecacuanha.—Only a few bales on offer. Matto Grosso retired at 5s. 3d. to 5s. 6d., and Minas at 4s. 6d. per lb.

Kamala.—In better supply. Good quality was obtainable at 1s. 3d. per lb.

Lobelia.—A parcel of 10 bales, fair herb, was held for 1s. 6d. per lb., duty paid. This market has had a sharp advance.

Myrrh.—Steady at previous rates. Fair Aden sorts were available at from £6 15s. to £7 5s. per cwt. Pickings, very dark at 65s. per cwt.

Orange peel.—No fine quality on offer. Six cases of very dark, thin-cut Tripoli were withdrawn at 5d. per lb. "in bond."

Quince seed—Still very scarce, and four bags of good Cape retired at 4s. 9d. per lb.

Rhubarb was in moderate supply. The sales consisted chiefly of lots offered "without reserve." Shensi, rather wormy, 3s. 4d. to 3s. 5d. Canton, held for 2s. 6d.; flat high dried, bought in at 2s. 2d.; round horny, part sold without reserve; good, bright fracture, partly wormy, at 1s., and fair pinky at 11d. per lb.

Sarsaparilla.—Of five Serons Honduras, three were sold prior to the auction, the limit being 2s. 4d. per lb. "in bond." Jamaica, native, mixed colours, was held for 1s. 1d.; good grey, part, was sold at 1s. 7d. per lb. "in bond."

Senna.—In ample supply. Alexandrian, no really fine pods offered, both of the available lots consisted of ordinary to fair hand-picked. There was a good supply of manufacturing pods, which were held at from 6d. to 8d. per lb. according to quality. Tinnevelly, a good selection of both pods and leaves were catalogued, but practically nothing sold. Privately, the market continues steady

Strophanthus.—One hundred per cent. Kombe, of sound quality, was limited at 4s. 9d., whilst weevily was offered at 4s. 3d. per lb.

Tamarinds.—Ten packages of Montserrat were retired at 24s. per cwt. "in bond."

Tonka beans.—Good Angostura still remain scarce. A parcel of rather middling beans was held for 4s. 6d. per lb. Several parcels of rather poor Para were offered and retired.

Turmeric.—Fair to good Madras finger withdrawn at 25s. 6d., Cochin finger at 24s., and split bulbs at 17s. 6d. per cwt.

Turtle (dried).—A parcel of fair quality West Indian was bought in at 4s. 6d. per lb.

Wax.—Several parcels consisting of Nyassaland, Mombassa, San Domingo, Madagascar, and Benguela were all retired at previous rates.

The Malayan Areca Nut Industry

The areca nut industry, states the annual report of the Department of Agriculture, Federated Malay States and Straits Settlements, continues to be one of considerable importance to Malaya, and the indications are that greater care for the plantations and closer attention to preparation should result in a better class of product without adding to the cost. The area planted with this crop in 1931 was returned as 16,070 acres, which was 3,737 acres more than in 1930. The main areas of production are Johore and Kelantan, and in Johore 9,550 acres were recorded as producing 13,744 tons in 1931 as compared with 12,905 tons in the previous year.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

The Value of a Code System

SIR,—With reference to the letters which have appeared in your issues of November 12 and 19, which we have read with great interest, we think we ought to point out that we have for several years operated a code-number system of the kind described which has proved of the utmost use. Without going into details, not only does our system protect the wholesale and retail chemist who handles our products, and, for that matter, the general public as far as gauging the age of the container in question, but it also protects ourselves and our customers in that we are able to trace the exact course of the packing, the date despatched from our factory, the laboratory test of the batch, etc., even if we only receive a label in a plain envelope without any further description. We feel sure that similar systems are in use by several leading manufacturers, and while not wishing in the least to detract from the efficiency of the firm whose system has been described, we think that the trade should realise, if it does not do so already, that there have been many such systems in operation for a considerable time.—Yours faithfully,

HOWARDS & SONS, LTD.,
D. LLOYD HOWARD, Director.

Ilford.

SIR,—Viewed from a prevention of price cutting angle, it is interesting to note, from facts revealed in a recent police court case reported in your journal, that only one of a long list of proprietary articles was coded by the manufacturers. Apparently most manufacturers, in spite of protests to the contrary and in spite of paying a heavy P.A.T.A. subscription, do not trouble to take the most obvious initial step to assist the organisations they claim to support.—Yours faithfully,

H. WICKETT.

London, N.7.

Publicity Scheme for Pharmacy

SIR,—As Mr. Mallinson said on November 3, what is wanted is publicity for the man with the qualification. At the present time the man without the qualification has premises identical in every feature with those of the genuine chemist, even to the title "pharmacy" over the door, and the public refer to both qualified and unqualified as "chemists" indiscriminately; the question is whether an advertising scheme costing £20,000 a year will educate the layman to the difference between the two, and, if it succeeds in doing so, whether he will transfer his custom from the one to the other unless it suits his pocket or convenience. In France no one except a chemist can sell drugs or medicine, and doctors cannot supply medicine to patients unless the nearest chemist is more than four miles away. Until we get some similar regulations in this country the pharmacist will never reap the benefit of his qualification. Mr. Mallinson said that he did not think it wise to compete with the advertising of the multiple shops, but this advertising has a negative effect as well as a positive one. If collective advertising for chemists will meet some of these points it will be a very useful proposition, but the matter will have to be well thought out, worded and displayed, and free from any extravagant claims.

Faithfully yours,

IT PAYS TO (22/11).

Competition

SIR,—The suggestions of your contributor "Critique" (*C. & D.*, November 19, p. 607) on competition are worthy of consideration by all pharmacists who are in direct competition with the multiple stores. The wide-awake chemist who buys wisely will not have much difficulty in competing with the prices charged by the stores; it is usually his fellow pharmacists who give him most cause for uneasiness. In my neighbourhood, for instance, the following prices are being charged by "poor private chemists":—Malt and oil, in glass jars, 1 lb. 9½d., 2 lb. 1s. 5d.; tablets of aspirin or cascara, bottles of 100, 10½d.; glycerin, 8-oz. bottle, 1s.; Parrish's Food, 12-oz. bottle, 1s.; Glauber's salt, in cartons, 4 oz. 1d., 1 lb. 3d.; Blaud's pills, bottles of 144, 9½d. Is it worth while trying to meet such cutthroat competition as this? Emphatically, no. And here, I think, the argument that one's prices are higher because the quality of the goods is higher might be advanced with some show of reason. With regard to such lines as health salts I would say: "Instal a mixer, and make your own. Choose a good formula, push your product, and you will sell more of it than of all the proprietary salines put together." "Critique's" advice about opening on Sundays, bank holidays and half-holidays should be followed with caution, epsecially by chemists who are obliged to put in these extra hours in person. The man who devotes the whole of his energy and attention to business is a very poor fish indeed. Let us leave a margin to our days, and not allow even competition to deprive us of some interests and activities outside shopkeeping. Maintaining the policy of my predecessor, I have always been an exponent of early closing and (except by rota) no Sunday opening; I close half an hour or an hour earlier than my competitors, and—well, the business is now in its fiftieth year, and not out yet.—Yours faithfully,

COMPETITOR (21/11).

SIR,—The article on p. 607 of the *C. & D.* of November 19 is timely, but perhaps I may criticise some of the statements made. First, the word "competition" itself. There is probably no word in business to-day used less correctly than this. I make bold to say that when it is used in connection with pharmacy it means "cutting" and not "competition." There is a big difference between the two. Competition, rightly understood and practised, is healthy rivalry. Cutting is unhealthy fighting; it sets trader against trader; those who practise it often pay poor wages, and often the cutter finds himself in the bankruptcy court. It is a poison in the business system. "Sell at store prices" is "Critique's" panacea for competing against the stores. But suppose every chemist in business followed his advice to-day, what would be the result in a year or two's time? Would it not be that prices would have dropped to a level lower than they are to-day? Few pharmacists recognise that drugs (the raw material of the majority of goods that they handle) do not follow the usual economic law of supply and demand, because they are a class apart. They will never sell the more freely because they are cheap. It is probable that the sale of drugs is not increasing to-day; it is stationary, if not actually declining, and yet we see the wholesale as well as the retail trade fighting each other to sell their wares in a market which has never yet given them other than a very moderate living. It can be said with truth that the public does not want cheap drugs. Further, there are many pharmacists to-day, close to "stores" and multiple shops, who are getting reasonable prices for their goods. Another point is that there is not room in any neighbourhood for more than one cutter of prices. Cutting is of all practices the most selfish. I am aware that sentiment in business is non-existent to-day, but surely there is a duty which a pharmacist owes to his brethren. My slogan would be "Reasonable Prices and Service," and I believe this can be carried out by the majority of pharmacists to-day. Service will constitute a goodwill that will cling to the pharmacy long after the pharmacist who rendered it has retired or died.—Yours, etc.,

DRUG TRAVELLER (22/11).

Price of Cod-Liver Oil

SIR,—In our former letter we specifically stated that we had no wish to take part in any argument with regard to the preferential duty, and Mr. Smith's charge (*C. & D.*, November 12, p. 629) is therefore gratuitous. He referred to our prices, and that was the subject-matter of our letter. We have explained our position, and are content to leave the matter there. Mr. Smith, however, asks definitely whether future supplies from Newfoundland will register 60 blue units for a 20-per-cent. dilution. Since our former letter was written we have received a report on twelve samples taken from bulk here under the supervision of a representative of the High Commissioner for Newfoundland and submitted to an expert selected by him. Two of these samples show respectively 48 and 49.6 blue units for a 10-per-cent. dilution equivalent to a great deal more than 60 blue units for a 20-per-cent. dilution. We frankly admit that such figures are, at the present time, exceptional; but with increasing knowledge with regard to the conditions of production, particularly locality and time of the year, we believe that the production of this class of oil can be very greatly increased.

Yours faithfully,
Per Pro J. L. BRAGG, LTD.,
M. THUNDER, Managing Director.

London, N.11.

Legal Queries

G. B. (14/9).—Since henna, senna, colocynth and papain are not scheduled poisons, there are no restrictions on the sale of any of these articles.

P. F. P. (3/11).—The inclusion of the word "colds" in the label for medicated snuff, and the title catarrh snuff, render both articles liable to medicine-stamp duty.

J. S. S. (29/9) asks whether under the Road Traffic Act, 1930, taxi-cabs must be provided with first-aid outfits. [As taxi-cabs are "adapted to carry less than eight passengers" they are not "public service vehicles" within the meaning of the regulations, and need not be equipped with first-aid outfits. It is possible, however, that under local police bye-laws some provision of this kind must be observed and inquiries should, therefore, be made in the district.]

B. E. B. (23/8).—A mortgage is a conveyance of the legal right in property or land from one person to another as security for money. It contains a condition that if the money be repaid, together with interest, the property or land shall be reconveyed to the borrower. The terms of repayment of principal and interest are by agreement. In the event of death of the borrower the property is not necessarily surrendered, provided the terms of the mortgage are continued. The mortgagee (i.e., the lender) can only take possession if default occur by the mortgagor (i.e., the borrower). Without the knowledge of the terms of the deed we cannot advise you of the position in the event of the happening you mention, and we advise you to obtain legal advice in the matter.

H. W. W. (19/10).—The question of the sale of medicated wines is not affected by the fact that certain wines of the B.P., 1914, do not appear in the new Pharmacopœia (*C. & D.*, November 5, p. 555). The liability to licence duty as regards an Excise licence depends upon whether or not the wine is, in the opinion of the Commissioners of Customs and Excise, sufficiently medicated. If it is and the bottle is labelled for a dosage so as to show that the liquid is intended for use as a medicine and not as a beverage, they do not require a wine licence to be taken out for its sale by a duly qualified chemist and druggist. In the *C. & D. Diary, 1932* (p. 318) are given particulars of compositions entitling to exemption. On the other hand, under the recent decision of the High Court in the Brighton case, it would not be safe for anyone to sell by retail any wine, whether medicated or not, without a justices' licence.

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

B. E. (2/38).—WEATHER INDICATOR.—The type of indicator to which you refer is a cobalt hygrometer. This is made by dipping white blotting paper into the following liquid:—Cobalt chloride, 1 oz.; sodium chloride, 1 oz.; glycerin, two drops; mucilage of acacia, 1 fl. dr.; distilled water, 5 fl. oz. The strips are allowed to dry; when exposed to the atmosphere they become more or less reddish in colour in proportion to the moisture present. Thus: rose-red, rain; pale-red, very moist; bluish-red, moist; lavender-blue, nearly dry; blue, very dry. Calcium chloride, about 70 grains, may be substituted for the glycerin.

D. A. (26/38).—VANISHING CREAMS.—A series of articles on the subject of vanishing creams appeared in the following issues of the *C. & D.*:—June 27, 1925, p. 925; June 25, 1927, p. 780; July 9, 1927, p. 62; July 16, 1927, p. 89. The standard formula is:—

Ac. stearic.	ʒj.
Liq. ammon. fort.	♏vij.
Aq. dest.	℥j.

The method of making should be strictly followed. Add the stearic acid to half the water and liquefy. Remove the source of heat and stir in quickly the remainder of the water, to which has been added the ammonia. If it granulates, re-heat. Incorporate with the above cream:—

Sap. animalis	gr. x.
Aq. dest.	ʒj.

Dissolve and triturate for ten to fifteen minutes until a thin cream is produced. Allow to stand for twenty-four hours for the sheen to develop. Repeated trituration may be necessary with non-crystalline stearic acid to develop the sheen. Add:—

Glycerin	♏xx.
Muguet perfume	♏v.

If the sheen is not desired do not triturate. Packing of this cream requires more attention than is often given to it. Usually it is placed in jars where the lid fits loosely, and the result is evaporation of the water and shrinkage follows. The best packing we have seen is in collapsible tubes.

An alternative formula would be:—

Acid. stearic.	ʒij.
Sap. animalis	ʒiij.
Liq. ammon. fort	♏xl.
Aq. dest.	℥x.

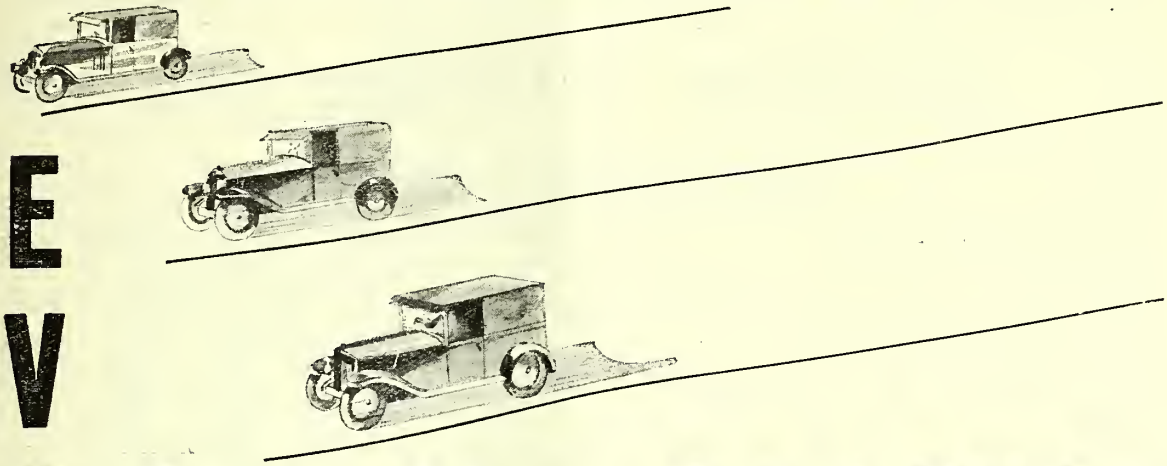
The bad tinting of some creams is due to poor stearic acid. Only the best crystalline variety should be used.

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," November 15 1882

Treatment of Chilblains

Correspondents of "The British Medical Journal" have been giving their experiences on the treatment of chilblains. . . . Sir Astley Cooper recommended strong solution of acetate of lead. Mr. W. Square recommended the internal administration of opium. . . . Dr. T. F. Pearse recommended nitrate of silver. He advised cold bathing, abstinence from alcohol, and large boots. . . . Mr. S. Grose (Melksham) considers the nearest approach to cure is brisk, vigorous, daily walking; any other exercise is futile in those strongly disposed to chilblain. One of his friends, a lady who always suffers each winter, has been much relieved by taking one glass of port after luncheon and dinner; another, by leaving off her habitual "tot." No tonics are of the slightest use . . . [and so on, for a column and a half.]



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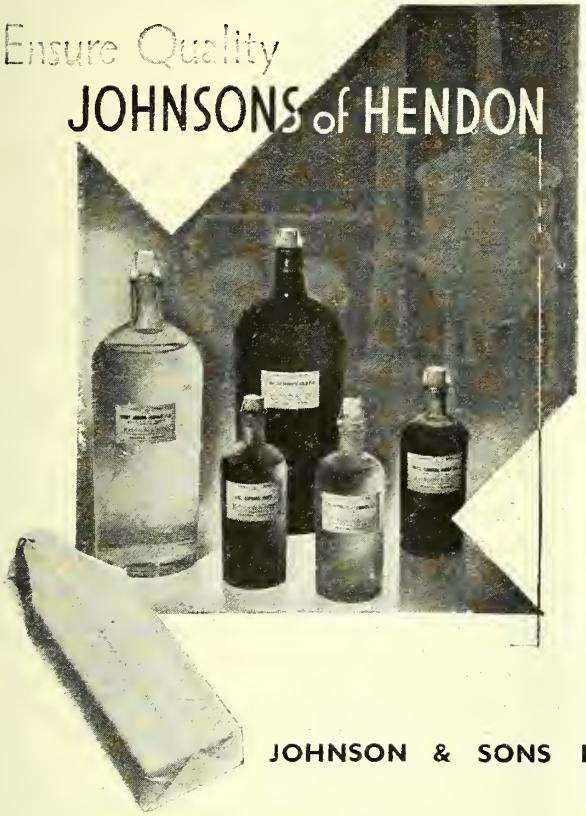

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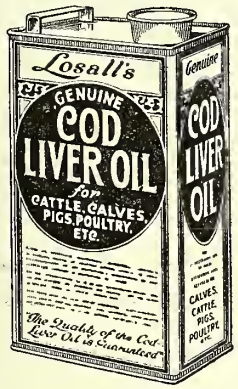

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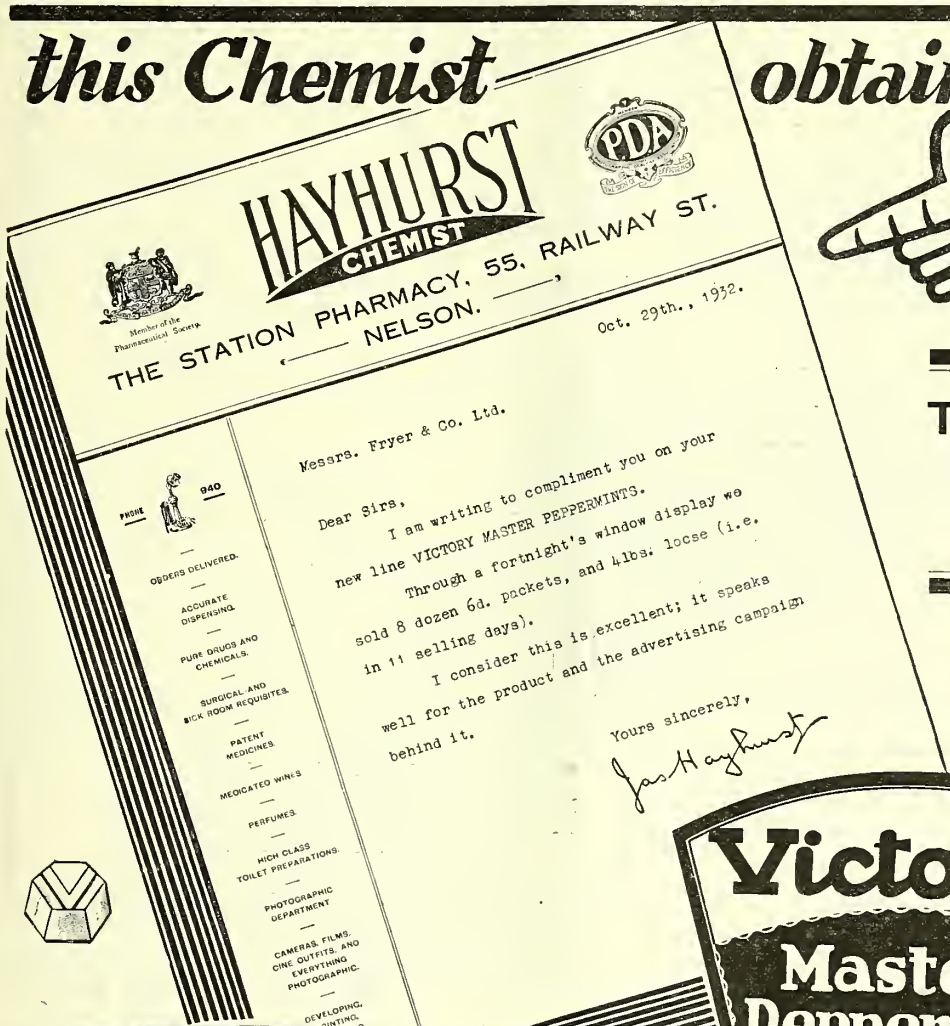
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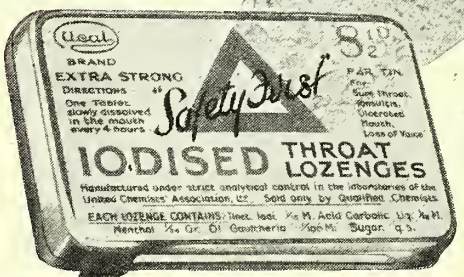

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Ampoules of 2c.c. Boxes of 12. Retail **7/-**. Wholesale **66/-** per dozen.

BIOCHOLINE

A solution of Pure Choline Hydrochloride 2cgm. per c.c.

Ampoules of 1c.c. Boxes of 12.	Retail	**7/6**	Wholesale	**69/-**	per doz.
25	,,	**15/-**	,,	**138/-**	,,
50	,,	**22/6**	,,	**210/-**	,,
100	,,	**37/6**	,,	**360/-**	,,

HYPOTENSYL

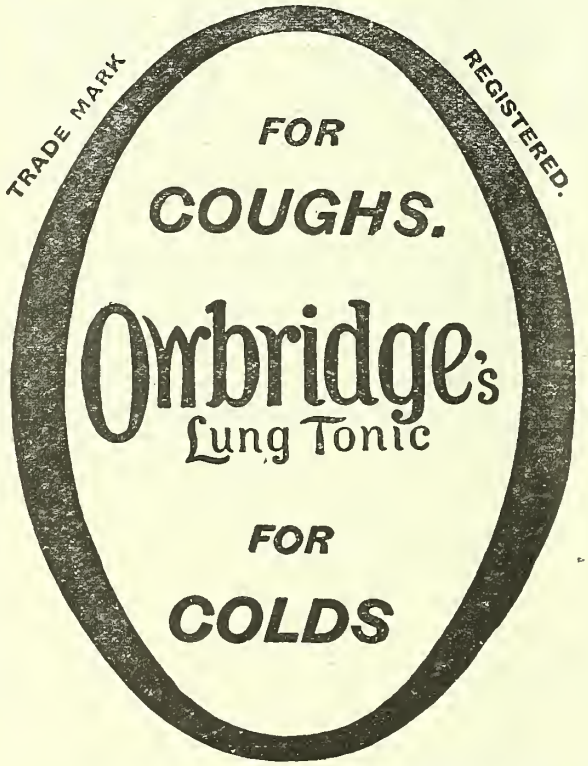
The active principles of Viscum (Gui) with Gland Extracts. Tablets. Bottles of 50. Retail **4/-**. Wholesale **36/-** per doz.

Further particulars on request from :—

THE ANGLO-FRENCH DRUG CO., LTD.

11 & 12 GUILFORD STREET, LONDON, W.C.1

Telephone : Holborn 6011. Telegrams : "Ampsalvas, London."



Owbridge's Lung Tonic
The **BRITISH REMEDY**
for Coughs and Colds is a quick selling profitable line.

Now is the time to replenish your Stock for the huge winter demand.

A BEST SELLER ALL THE WINTER

PRICE PROTECTED AT FACE VALUE

W. T. OWBRIDGE LTD. The Laboratory, HULL

VICHY-CÉLESTINS

The world renowned ***NATURAL*** *Mineral Water.*

(And the other State Springs of Vichy)

We beg to remind the Trade that the above are on the P.A.T.A. list and show a good return to retailers.

These waters are largely prescribed by Physicians, and Chemists would do well to have an ample stock on hand.

Pamphlets, Show Cards and Dummy Bottles forwarded on application.

CAUTION—Each bottle from the STATE SPRINGS bears a neck label with the word "VICHY-ETAT" and the name of the SOLE AGENTS :—

INGRAM & ROYLE LTD.

Bangor Wharf, 45 Belvedere Road, London, S.E.1

And at LIVERPOOL and BRISTOL

Telegraphic Addresses :

"Ingram Royle Watloo, London." 'Phone : Hop 4343 (2 lines).

"Sprudel, Bristol" 'Phone : 21913.

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GOODALL'S

—the great name in the Northern Drug Trade

THROUGHOUT the year, season after season, we are providing an ever-growing number of Northern chemists with exactly the right things—the things they can sell at most profit and with most benefit to themselves and their customers. Everything of the best, and at prices which make competition both possible *and* profitable, we offer. Please ask us for quotations or for copies of our lists. We especially ask you, in our joint interests, to let us have your enquiries for :—

DRUGS AND CHEMICALS, MALT AND OIL OLIVE OIL, ESSENCES, PHARMACEUTICAL PREPARATIONS, OWN-NAME SPECIALITIES, PACKED GOODS (including the handsome "Velva" series), AND PROPRIETARY ARTICLES.

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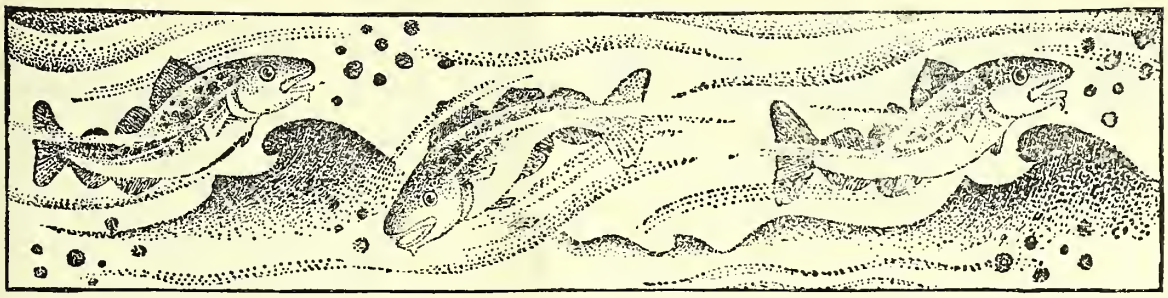
AND CO., LEEDS

Telephone : 20435-7 (3 lines) 24952-3 (2 lines)



The responsibility for the coming generations remains with us.

That the human body demands a sufficient supply of Vitamins to maintain it in a healthy state has been known for less than a generation.

Many people still suffer from lack of one or more vitamins, particularly A and D which give protection against infectious diseases and prevent rickets.

Scientific study of the problem of nutrition has shown that these vitamins are found to the greatest extent and in the least expensive and most accessible form in cod liver oil—a product which has become indispensable to the community.

Cod liver oil is regarded by eminent physicians as one of the most powerful weapons mankind possesses in the battle against disease.

Norwegian cod liver oil is world-famous for its supreme quality.

A teaspoonful of Norwegian cod liver oil contains more A and D Vitamins than all the butter and milk one could possibly absorb in one day.

Norwegian Cod Liver Oil

NOBBY'S EXTRACT

for easy home Brewing

makes **12** pints of real beer for **1/=**

1/- size makes 12 pints. 2/6 size makes 32 pints. Light for making Beer and Dark for making Stout. Each tin is sold complete with the exact supply of Yeast. This is the line for rapid repeats and good profit.

NATIONALLY ADVERTISED, GOOD SHOW MATERIAL

Write now for trade terms

NOBBY'S PRODUCTS LIMITED

COUNTY BUILDINGS
4 CANNON ST., MANCHESTER

The firm with real brewing experience behind it

YOU'RE "ALL OUT" FOR BUSINESS?

For thousands of people Box's Pills are the standard remedy for all digestive disorders. The demand is steady and increasing—largely through the recommendations of users.

To secure your share of the profitable flow of business it is necessary to inform the demand which passes by your establishment. Telling window and counter display material is free on request.

Obtainable from wholesalers or direct from the proprietor

W. H. BOX
161 KING ST.
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Telegraphic Address: "Giant" Plymouth.

GIANT PILL MANUFACTORY

BOX'S INDIGESTION PILLS

English Filter

POSTLIP

Papers

SQUARES
CIRCLES
FOLDED
ROLLS

WHITE
GREY
PLAIN
ANTIQUE
EMBOSSED
CRINKLED

SAMPLES FREE

Postlip Filterings are stocked by all the leading Wholesale Laboratory Dealers.

Evans, Adlard & Co. Ltd

Postlip Mills, Winchcombe, Cheltenham.

ALL OVER THE COUNTRY

YOUR COLLEAGUES IN PHARMACY ARE STOCKING

Why?

1. Because they have tested a free sample and found it good.
2. Because they intend to be ready for the demand caused by our National Advertising Campaign.
3. Because it shows 50% on cost.
4. Because it is recommended by Doctors, Nurses and Child Welfare Experts.

WHAT ABOUT YOU ? A free sample will be gladly sent on request.

ANVERS FOOD contains all the essential food factors—Vitamins "A," "B," "C," "D" and "E." No other food is so easily digested. The protected prices are **1/11** and **3/4.** It is attractively packed in sealed tins and ample show material is provided for display

Anver's Food for Children

AND ADULTS, INVALIDS, AGED, CONVALESCENTS, AND NURSING AND EXPECTANT MOTHERS

Supplies are obtainable from :

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or direct from the makers.

ANVERS FOOD COMPANY

SUNSHINE WORKS, WARD ST., STRANGEWAYS

Telephone : Blackfriars 4640. MANCHESTER Telegrams : "ANVERS," Manchester

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REGD

TOILET PAPER

PURE - SOFT - HYGIENIC

(Completely Wrapped)

SELLING AIDS.

A display Showcard and "Personal Hygiene" leaflets with every order.
750 perforations to every roll.
A P.A.T.A. line retailing at 9d. each.
No dirty edges, completely wrapped and sealed.

3 Doz. @ 6/- Doz. 6 Doz. @ 5/9 Doz. 12 Doz. @ 5/3 Doz.
CARRIAGE PAID-NET.

FORD, SHAPLAND & CO. LTD.

PRINTERS & WHOLESALE STATIONERS,

GREAT TURNSTILE, HIGH HOLBORN, LONDON, W.C.1

To BUYERS of TRUSSES!

The most complete up-to-date facilities for the manufacture of **RUPTURE APPLIANCES** of every known **English and American** pattern are operating at

BLACK BULL WORKS, MARKET ROAD, LONDON, N.7

Hard Rubber, Celluloid, Leather and Mole
Covered and Elastic Band Trusses, under the

"MASTER" BRAND TRADE MARK

are sold in all Markets of the World.

"KO-RALLIUM." A new flexile covering for Steel Springs, is immune from Warping, Cracking, Shrinking or Peeling, Non-Inflammable, Impervious to Moisture, Neutral to URIC ACID Secretions.
Supersedes Hard Rubber or Celluloid.
Get to know of this. **It is Something Different!**

Suspensory Bandages and Jock Straps
We offer distinctive lines of outstanding value. Our weaving sheds allow of all intermediate profits being passed to our customers.
Write for sample range at Special Rate, then compare.

F. SCHUTZE & CO., LTD.
Black Bull Works, Market Road, London, N.7

SANITARY TOWELS

made by

The ORIGINAL and Most Popular
The "K." All wool in knitted cover, very soft.
The "CELTEX." Made of Cellulose for easy disposal.

FROM YOUR WHOLESALE HOUSE, PLEASE

SOUTHALLS

THE BIG SIX
SELLING LINES

SCOT TISSUE—an extremely soft, pure, white absorbent Toilet Roll.
1000 sheets to the Roll.
5/6 per dozen carriage paid.

WALDORF—a soft and absorbent Roll.
Trade price 3/6 dozen, carr. paid.

SAMPLES ON REQUEST.

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Trainer uses and recommends

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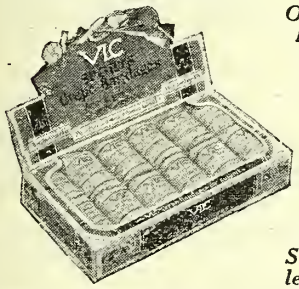
SPORTS CRÊPE BANDAGES

"They are indispensable as a support and their use enables me to keep a higher percentage of fit players in the field. I can safely recommend these bandages . . . they do not interfere with circulatian nor are they affected by repeated washing."

(Sgnd.) T. WHITTAKER, Trainer.

DISPLAY "VIC" Sports Crêpe Bandages and link up with the advertisements appearing in the "Daily Mail," "Daily Express," "News of the World," "Sunday Chronicle," "Sunday Express," "Sunday Dispatch," etc.



Order this attractive Display Box to-day.

Contains a handy assortment of the most useful sizes. Costs 12/- per box. P.A.T.A. prices of "VIC" Sports Crêpe Bandages :—

2"	2½"	3"
10/-	12/-	14/- doz.
1/3	1/6	1/9 each.

Stocked by all the leading Wholesalers.

Sole Manufacturers: GROUT & CO., LTD., 35 Wood Street, London, E.C.2

PERKEN, SON & CO., LTD.

Established 1852.

Contractors to H.M. Government.

THE "MATER" CLINICAL REGD.

ALL TYPES OF CLINICAL AND OTHER THERMOMETERS

Price List on Application.

94 HATTON GARDEN, LONDON, E.C.1

Telephone: 0724 Holborn.
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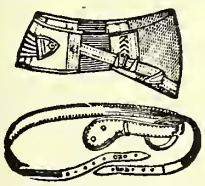
J. H. HAYWOOD, Ltd.

Surgical Appliance Manufacturers.
Castle Gate, NOTTINGHAM
Telephone: 40438 NOTTINGHAM.
Telegraphic Address: "APPLIANCE, NOTTINGHAM."

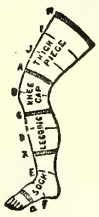
Established 1833



SPECIALITIES FOR WINTER.

ELASTIC HOSIERY (Seamed and Seamless), TRUSSES (Spring and Elastic), SUSPENSORY BANDAGES, BRACES, LADIES' AND GENT'S ABDOMINAL BELTS for support and warmth, made in felt, flannel and fleecy.

CHEST PROTECTORS, SLEEPING SOCKS, INDIA-RUBBER AND AIR-PROOF GOODS, NURSING REQUISITES, DRUGGISTS' SUNDRIES, &c.



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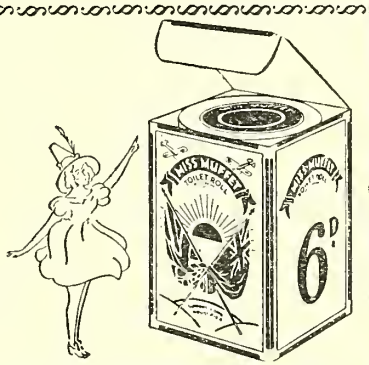
Your Wholesaler Can Supply

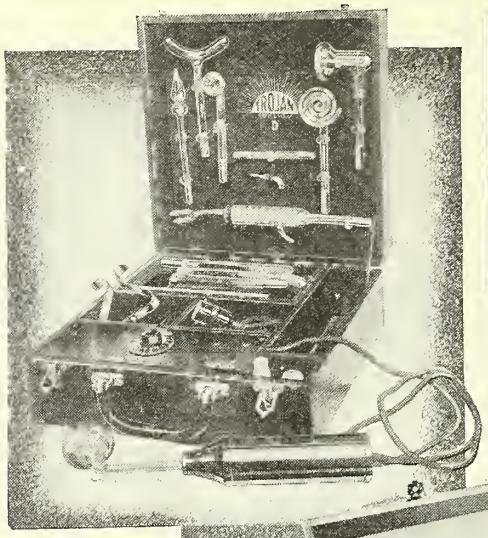
MISS MUFFET TOILET ROLLS

675-700 Sheets of 100% Pure White Paper. Free from advertisement (printing ink is dangerous). Neatly reeled—well perforated—packed in dust-proof cartons.

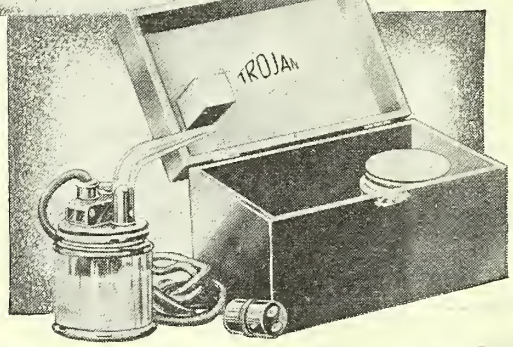
IN CARTONS



THE MISS MUFFET TOILET PAPER CO., West Bridgford, Nott'm.



THE TROJAN H.F. OUTFIT.



THE TROJAN ELECTRIC INHALER.

Two profitable lines that get the Business... Chemists all over the Country have proved that by experience!

It pays to sell TROJAN

THE top illustration shows the TROJAN High Frequency Electrical Outfit, the value of which is appreciated more than ever before, for health and beauty—rapidly increasing sales are proving it!

The TROJAN Electric Inhaler, illustrated below, is an amazing new invention which is meeting with a wonderful reception. To the thousands of people who suffer from Colds, Coughs, Influenza, Catarrh, etc., the TROJAN offers instant relief.

There is an ever-increasing demand for these profitable lines—post a card for full details.

JOHN SHAW & SONS WOLVERHAMPTON, LTD.

(Established 1795)

Head Office & Works: WOLVERHAMPTON.

Telephone: 21212. Telegrams: "Shaw, Wolverhampton."

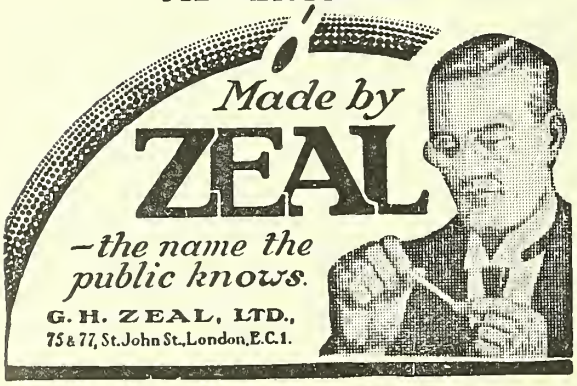
LONDON BRANCH: 29 Shoe Lane, E.C.4

Best sellers

The public is asking for *ZEAL* CLINICAL THERMOMETERS because they are:-

GUARANTEED TO *STAY* ACCURATE

CONSISTENTLY ADVERTISED



G. H. ZEAL, LTD., 75 & 77, St. John St., London, E.C.1.

"SURCO"

RELIABLE

ELASTIC HOSIERY

SEAMED & SEAMLESS

For special garments to measure we maintain a 24 hour service.

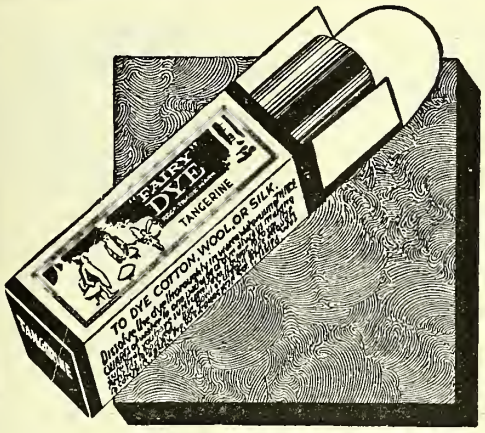
:: BODY BELTS ::
TRUSSES :: SUNDRIES

Write for Catalogue.

SURGICAL HOSIERY CO., LTD.

Russell Street :: NOTTINGHAM

Telephone No.: 75903. Telegrams: Surgical, Nottm.



It pays to Concentrate on Advertised goods

FAIRY DYES

are well advertised in the National Press and Ladies' Journals. They meet with a large and steadily increasing demand.

Sold at the popular price of 2d. per tube retail—attractively packed. 31 shades and colours.

See that your stocks are up-to-date.

LONDON DEPOT:
292 UPPER STREET, ISLINGTON, N.1

FAIRY DYES, LTD., GLASGOW, N.W.

Fairy Dyes

COLLAPSIBLE
TUBE FILLING MACHINE

for filling Ointments, Face Creams, Dentifrice pastes etc.

Adjustable for small or large amounts up to about 5 liquid ounces.

Instantly dismantled for cleaning.

By using a bent nozzle, glass pots or jars can be filled to a definite amount.

PRICE From **£7-10-0**

Tube closing machines, Patent Funnels, Asbestos Filters also manufactured. *Send for full lists.*

J. P. JACKSON & CO., LTD.
DEPT. (C.D.).
18 Earle Street, LIVERPOOL.

Paraffinum Liquidum B.P.

ALL GRADES SAMPLES & PRICES

On application to —

STERNS LTD

16 Finsbury Square London E.C.2

WHOLESALE ONLY

50th YEAR OF PUBLICATION

THE EXTRA PHARMACOPŒIA

VOL. I—20th EDITION—NOW READY

27/6 net—28/- post free throughout the world.

An up-to-date book of reference containing concise and easily-found information on the clinical use of modern chemicals and drugs—characters, dosage, methods of prescribing, etc. The Posological Index contains over 12,000 items.

A synopsis of the principal Changes and Additions in the new B.P. is incorporated.

Pharmaceutical Journal, Oct. 15th, 1932, says: "It is impossible to imagine, even in this time of financial stringency, any dispensary bookshelf being complete without it."

Descriptive leaflet on request.

LONDON: H. K. LEWIS & CO. LTD., 136 GOWER ST., W.C.1, also from W. MARTINDALE, 12 NEW CAVENDISH ST., W.1.

London College of Pharmacy

ANNUAL REUNION DINNER—DANCE

WEDNESDAY, 30th Nov., 1932

AT

WALDORF HOTEL, ALDWYCH

Dinner 7 for 7.30 p.m. Dancing till 1.30 a.m.

Tickets 9/6 from the Social Secretary.

"THE OLD CYANIDES"

3rd ANNUAL GENERAL MEETING, at 9.15 p.m.

Brixton 2161 361 CLAPHAM RD., S.W.9

MANY SUCCESSES IN THE EXAMINATIONS

Your Opportunity to

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PRACTICAL WORK. Personal tuition in the practical work is a distinctive feature. Students can avail themselves of the practical classes held during examination times when they are in London.

Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (F.B.O.A.); the National Association of Opticians (F.N.A.O.; or the College of Optics (F.C.O.)

Write for full particulars—

C. A. SCURR, M.P.S., F.S.M.C., F.B.O.A., F.N.A.O., B.Sc., F.I.O., F.C.O.
50 HIGH STREET, BARNET, LONDON, N.

"Print More Sell More"

To no other field of activity does this Printer's Slogan apply with greater force than to Chemists' Printing

CARTONS : LABELS : ENVELOPES

Kinross

Broughton Market, EDINBURGH

Liverpool School of Pharmacy

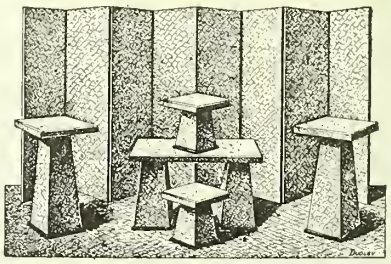
Principal—
H. HUMPHREYS JONES, F.I.C., F.C.S., Ph.C.

Preparation for the Preliminary Scientific and Qualifying Examinations of the Pharmaceutical Society.

Illustrated Prospectus can be obtained post free:

2 Blackburne Place
Liverpool

Something New for Your Counter or Window Display.



Dudley's Regal Display Set

No. C.D.F. 5143

A unique set which is ideal for the display of Toilet Preparations, Perfumes, etc. It consists of 1 Folding Background, 5' 4" × 30" (in 2 pieces), together with 6 Artistic Pedestals, 2 14", 2 10½", 2 6½". Constructed throughout of stout millboard covered in "Regal" grained gilt paper. complete 22/6

DUDLEY & COMPANY LTD.
Holloway Road, London, N.7
City Showrooms - - 65/66 Fore Street, E.C.

SALES—SATISFACTION

for YOU

When you sell Sherley's Dog and Cat Medicines you have the satisfaction of knowing that your Customers will be Satisfied, and they will come again. These popular lines are renowned for their Purity, Safety and

for Your Customers

Efficacy, and the Extensive Advertising Campaign which is always in operation ensures a steady and continuous demand. They show good profits and are supplied on terms which eliminate all risk of loss.

DOG OWNERS ARE INSISTING ON SHERLEY'S

SHERLEY'S

DOG & CAT MEDICINES

QUANTITY TERMS
—are available for SHERLEY'S Tonic & Condition Powders and Worm Remedies—now packed on attractive Display Cards. Also for £2 Assorted Parcels.

Full Literature and Sales-Compelling Show Cards are available. Send a Postcard for particulars to :—
A. F. Sherley & Co., Ltd., 18 Marshalsea Road, LONDON . . . . S.E.1.

LACTOL AND LACTOL BISCUITS

Continuous and Steadily Advertised Goods FOR DESTROYING RATS AND MICE

DANYSZ VIRUS

Retail Price (Protected)		Net Wholesale Price
Virus for Rats and Mice, single tube, 2/–	..	15/– per doz.
3 tubes, 5/–		
Virus for Mice only .. single tube, 1/6	..	9/– ,,
3 tubes, 3/–		

Date-expired tubes returned to us postage paid will be exchanged free of charge.

Danysz Virus in Liquid Form

Retail Price	Wholesale Price
Quart Bottles 6/– each	4/6 each
Pint ,, 4/6 ,, ...	3/9 ,,

HALLER'S EXTRACT OF SQUILL and DANZO RAT KILLER

Discount off Retail Prices 25% Monthly Account, or 33⅓% cash with order.

	Retail	Monthly A/c	Cash with Order
½ gall. tins ..	10/– ..	.. 7/6 ..	.. 6/3
1 ,, ,, ..	18/– ..	.. 13/6 ..	.. 12/–
5 ,, ,, ..	80/– ..	.. 60/– ..	.. 53/4

DANZO BEETLE POWDER

For destroying Blackbeetles, Cockroaches, Crickets, &c.

Retail Prices (Protected)		Wholesale Prices per doz.
In tins 3d.	.. In boxes of 2 doz.	2/1
,, 6d.	,, 1 ,,	3/8
,, 1/–	,, 1 ,,	7/3
,, 2/6	,, 1 ,,	18/–

Danzo Beetle Powder will not deteriorate by keeping.
CARRIAGE PAID ON ALL ORDERS.

To be obtained from
HALLER LABORATORIES, LTD.
325 Borough High Street, LONDON, S.E.1
Telegrams: "Virudana, Sedist, London." Telephone: Hop 2717

HARVEY'S

Watts' Embrocation, or Curb Bottle.
Aconite Powders.
Worm & Condition Powders.
Watts' Red Lotion.
Hair-Restoring Ointment.
Edes, or Tasteless Purging Powder.

HARVEY'S

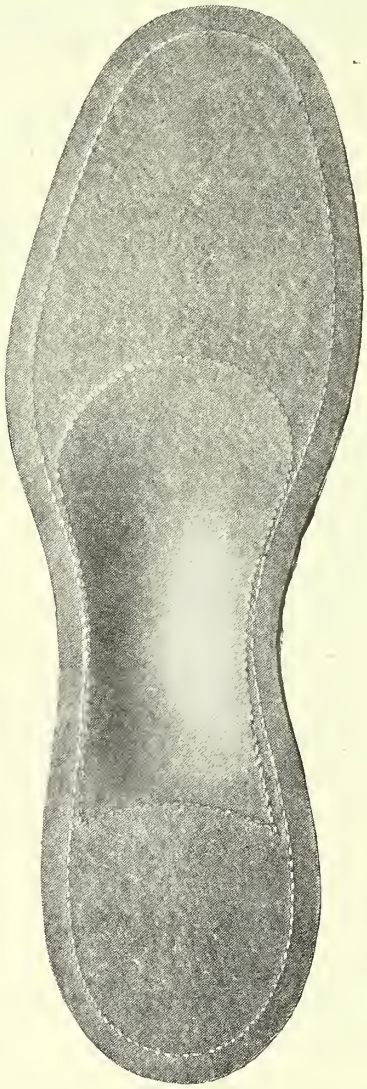
Great Remedies for the Horse

Protected Prices (P.A.T.A.)

HARVEY'S

Koppos Powder.
Parasiticide.
Thrush Specific.
Hoof Ointment.
Skin Specific for Dogs.

Of all the leading Druggists' Sundries Houses
HARVEY & COMPANY, Ltd., Dublin



WARMS THE FOOT
RESTS THE ARCH

TIME TO DISPLAY "WARM-FOOT" AGAIN!

Dr. Scholl's WARM-FOOT Arch Rest was launched and firmly established in public favour last winter. It has even sold, in fair volume, all through the summer. For certain conditions of the foot it is always a boon, irrespective of season.

But the season for big Warm-Foot Sales is approaching. It is time to stock up—time to display this capsicum-impregnated arch rest insole once again.

DR SCHOLL'S
WARM-FOOT
ARCH REST

12/- Doz. Pairs—Retail at 1/6 a pair

A companion product is Dr. Scholl's Capsicum Insole, an easy-to-sell good-profit line Attractive sales-producing showcards come with both products.

DR SCHOLL'S Capsicum Insoles

33/- Gross Pairs—Retail at 4½d. per pair.

ORDER NOW THESE WINTER WINNERS

THE SCHOLL MFG. CO, LTD., 188-194, ST. JOHN ST., LONDON, E.C.4

[66/30]

TRADE

MARK

WRIGHT'S

PURE ENGLISH MALT EXTRACT

COMBINED WITH

THE FINEST NORWEGIAN COD LIVER OIL

The Malt Extract is prepared in our own laboratories, and possesses the pleasant nutty flavour that has always characterized our product. The cod liver oil is biologically tested; and is of full vitamin content.

The containers are of a design that is out of the ordinary and, when exhibited in conjunction with the equally original showcard, form a most effective display.

These are the reasons that ensure ready sales and regular customers. The profit is guaranteed.

PRICES:

	P.A.T.A.	Per dozen nett.
1 lbs.	1/2	9/6
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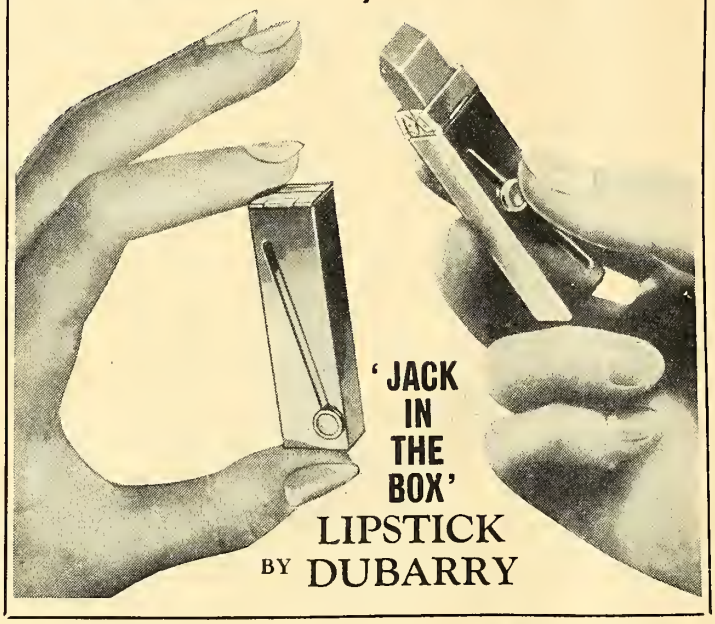

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THE CHEMIST AND DRUGGIST SUPPLEMENT

28 ESSEX ST.
LONDON, W.C.2

NOVEMBER 26, 1932

This Supplement is inserted in every copy of The Chemist & Druggist.

THE CHEMIST AND DRUGGIST SUPPLEMENT

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1.—NORTH LONDON.—Cash Retail Business, with Kodak Agency, situate in busy main road; returns approximately £2,500 per annum; of this sum about £100 is from Optical; chartered accountant's figures; double-fronted shop; excellently fitted and fully stocked; rent £150; sub-let 25s. weekly; further details on application; ill-health sole cause of sale.

2.—SOUTH-EAST LONDON (Main Thoroughfare).—Cash Drug Store with Tobacco; returns exceed £4,000 per annum; chartered accountant's figures; scope for increase under qualified management; good living accommodation; vendor owns property and will sell same or grant a lease at £160 per annum; price of business £2,750.

3.—LIVERPOOL STREET (Near).—City Business with Photographic; very old established; returns about £1,800 per annum under management; net profit to owner-manager would be about £400 per annum; rent £200 inclusive; held on lease; price £1,150.

4.—NORTH KENT.—General Retail Business with Kodak Agency; returns, under the management of a lady, exceed £1,300 per annum; good profits; double-fronted shop, well fitted and stocked; rent £110; sub-let £76; held on lease; price £750, or valuation terms entertained; family bereavement cause of sale.

5.—METROLAND.—Good-class Retail Business with Kodak Agency; returns, under management, about £2,300 per annum; when managed by owner the returns were much more; good prices obtained; double-fronted shop, excellently fitted in mahogany; vendor owns property, and would sell same or grant a lease; valuation terms entertained.

6.—KENT COAST.—General Retail Business with Kodak Agency; established 1865; returns last year £1,243; corner shop, well fitted and stocked; rent £75 per annum; large living accommodation; new lease; price £350, all at.

7.—WOOD GREEN (Near).—General Retail and Dispensing Business; returns about £1,500 per annum; main road shop, very well fitted and fully stocked; vendor estimates stock and fixtures to be worth £750; living accommodation with bathroom; premises held on long lease at reasonable rental; price, valuation of stock and fixtures only; ill-health necessitates an immediate sale.

8.—NORTH YORKSHIRE.—Medium-class Retail Business with N.H.I., Kodak and Rexall Agencies; established 26 years ago; returns approach £1,500 per annum; net profit £317; could be more; double-fronted shop, well fitted and heavily stocked; good living accommodation; rent £90 per annum; held on lease; price £850 or £125 for lease and goodwill, plus stock and fixtures at valuation; stock could be reduced to suit a purchaser.

9.—LEICESTERSHIRE.—Very good-class Retail Business offering scope for increase under energetic management; established 130 years; returns last year £3,555; position the best in town; shop handsomely fitted by Maws six years ago; very good stock; vendor owns premises and will grant a new lease; price £750 for lease and goodwill, plus stock and fixtures at valuation, about £2,500, all at; vendor retiring.

10.—NORTHERN CITY.—Cash Business, situate at entrance to main line railway station; turnover £1800; gross profit about £720; attractive double-fronted shop; three windows; neon sign over door; rent £150; 12 years' lease; price £1,500, or offer entertained.

11.—MONMOUTHSHIRE.—Country Retail Business with Kodak Agency; returns approximately £2,300 per annum; net profit £500; single-fronted shop situate in best position in town; price £600, plus valuation of stock and fixtures; family reasons for sale.

12.—WOKING (Near).—Middle-class Retail Business with N.H.I. and Private Dispensing; returns last year £1,301; chartered accountant's figures; net profit £363; double-fronted shop, very well stocked; vendor estimates stock and fixtures to be worth £650; rent £37 per annum inclusive; held on lease; price £1,000, or valuation terms entertained.

13.—LANCASHIRE COAST.—Middle-class Drug Store with Kodak Agency; returns, under management, £850 per annum; rent 14s. per week; price, valuation of stock and fixtures, or £220 all at.

14.—BRIGHTON.—Very old-established, high-class Retail Business; returns, under management, exceed £2,150 per annum; have been much more; scope for increase under personal supervision; double-fronted corner shop in main road, very well fitted in mahogany and heavily stocked; vendor owns property, and will sell same or grant a lease at a rental to be agreed; upstairs sub-let at £130 per annum; price, valuation of stock and fixtures only, in all about £1,450; proprietor, who is not a chemist, going abroad.

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2.—SOUTH-EAST COAST.—Light Family Retail and Dispensing Business; in growing residential district; no immediate opposition; returns £1,850; scope for increase; handsomely-fitted pharmacy, well stocked; large house; price £1,300.

3.—DERBYSHIRE.—Old-established Business in busy town; returns average £1,350; good profits; rent £52, on lease; corner shop; well fitted and fully stocked; no near opposition; price £800.

4.—BIRMINGHAM.—Good-class Retail and Dispensing Business in pleasant suburb; main road position; present returns about £1,400; scope for increase; rent £70; large shop, with house; excellent stock; price £850.

5.—SURREY (Suburb).—Good light Cash Retail, in central position; returns approximately £25 weekly, steadily increasing; modern fitted pharmacy; every convenience; well stocked; living accommodation; price £600, or near offer.

6.—LONDON, N. (15 miles out).—Good-class Business in growing residential district and with excellent prospects; returns, under manager, £1,568; handsome modern pharmacy; good house; large garden; price £1,250.

7.—LONDON, E.—Cash Retail and Prescribing, with small N.H.I.; returns £1,500, plus N.H.I.; rent £54, on lease; small living accommodation; net profit £350; ill health necessitates sale; offers invited.

8.—SOUTH DEVON.—Sound general Family, Retail and Dispensing Business, in small market town; returns £1,200, increasing; good house and garden; excellent stock; price £950.

9.—CHESHIRE.—Old-established Business, in main street of market town; present returns about £850; plenty of scope; low rent; lease granted; well stocked; audited books; owner retiring; price £650.

10.—EASTERN COUNTY.—Middle-class Light Retail, in populous district of busy town; returns about £1,650; net profit over £400; lock-up shop; low rent; on lease; price £900.

11.—DEVONPORT.—Well-established Business in thickly populated district; returns £720; neglected through illness; plenty of scope; low rent; good stock; price £375, or near offer.

12.—LIVERPOOL.—Newly-established Business, in splendid position of growing district; returns show steady increase each week, and there are excellent prospects; modern house and pharmacy, beautifully fitted; price about £625.

13.—CENTRAL LONDON.—Good-class Retail and Dispensing Business; old established; turnover about £1,800, under management; good profits; easy hours; no Sunday duty; handsomely fitted shop; stock worth £700; price £1,100.

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(C1) LONDON, SOUTH EAST.—Old-established drug store and mixed business, situated in busy main thoroughfare; average returns upwards of £4,000 per annum (all cash); freehold property available, or lease would probably be granted if preferred; living accommodation; owner retiring.

(C2) LONDON.—Very old-established pharmacy situated in leading, west-end thoroughfare; returns for last three years average between £4,000 and £5,000 per annum; should be capable of further increase; owing to special circumstances, the business is offered at a very reasonable figure, and the necessary initial details will be disclosed to genuine likely purchasers, preferably by personal interview; chemists desiring particulars by letter, are respectfully requested to apply on business notepaper, or to enclose business card, or other satisfactory source of introduction.

(C3) LONDON, S.W. (RESIDENTIAL SUBURB).—Modern pharmacy with good flat above (6 rooms, bathroom, etc.) available for purchase, solely on account of health circumstances; returns for present year will approximate £3,200, with definite prospects of further early increase to at least £4,000; net profit for current year estimated at £800; rent, £160; lease, 19 years, unexpired; purchase price required, £2,500.

(C4) CHESHIRE.—Old-established retail pharmacy for disposal owing to contemplated retirement; in present hands 20 years; good scope for increase if modernised; living accommodation, not at present being utilised for residential purposes, rent £70; purchase price by negotiation; owner open to reasonable offer.

(C5) NEWCASTLE (NEAR).—Old-established lock-up pharmacy, well-positioned, and possessing good scope for future development; present returns approximately £1,250 per annum; rent, £40; purchase price, £850, which approximates value of stock and fixtures only (no goodwill asked).

(C6) SOUTHERN COUNTY (CATHEDRAL CITY).—High-class pharmacy doing approximately £50 weekly; excellent living accomodation, which, if not required, could be sub-let on advantageous terms; good lease; pharmacy well stocked and fitted; further particulars on application.

(C7) SOUTH-EAST KENT.—Old-established lock-up pharmacy, situated in small country town; turnover for last financial year approximately £1,900, with net profits upwards of £400; rent, £85 per annum; lease (internal repairing only), 17 years unexpired; reasonable purchase price.

(C8) LONDON, NORTH.—Steady cash working-class business with living accommodation; returns approximately £1,300 per annum; N.H.I. (about 650 scripts monthly); rent, £80 per annum; lease, 16 years, unexpired; purchase price, £500, or near offer.

(C9) WOLVERHAMPTON.—Drug store (lock-up), old-established, can be acquired for approximately £185, all-in, which includes stock estimated at £120; thickly populated middle and working-class district; present returns approximately £10 weekly; rent and rates, £27 per annum.

(C10) LIVERPOOL.—Old-established light retail business with good dispensing and photographic connection; in present hands over 20 years; average turnover for last three years under management, approximately £2,400 per annum; net profit to a proprietor running the business personally should be in the region of £750 yearly; 10-roomed house, available for immediate occupation, or could be sub-let if desired; rent of shop and house, £104 per annum; a new lease for any period at purchaser's option will be granted; reason for disposal owing to semi-retirement; purchase price, £550 for lease and goodwill plus value of stock and fixtures.

(C11) YORKSHIRE.—Good class family and agricultural business, with exceptional scope for optics; established about 50 years; returns for last financial year, £1,300; rent, £32 10s. per annum; sub-let £19 10s. per annum; house available near by if required; purchase price for quick sale, £650, including stock and fixtures estimated at £460.

(C12) BIRMINGHAM.—Quick cash business situated on busy suburban main road; established 8 years; turnover for last financial year, £1,335; rent £70; sub-let £52; no near opposition; excellently adapted to single man; for a quick sale, an all-in purchase price of £700 will be accepted, or alternatively valuation of stock and fixtures (no goodwill asked).

(C13) HASTINGS.—Old-established pharmacy with freehold, can be acquired at "bargain" figure; quick sale essential; returns have averaged over £1,700 per annum; approximately £450 down will purchase business and property; further particulars upon application.

(C14) DEVON.—Good class family and dispensing business, recently established, for disposal owing to special circumstances; turnover for last financial year, approximately £1,200; good living accommodation, with large garden; rent, £100; lease 21 years; purchase price by negotiation; offers exceptional advantages to a private chemist with enterprise and initiative.

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BLACKPOOL (Near).—Opportunity for Chemist or Limited Company to secure Pharmacy in growing district; Kodak; double-fronted corner premises, with living accommodation (nine rooms); must sell for health and family reasons; price for fittings, etc., £350; stock optional (or valuation); property rent or sell (sale preferred on mortgage); opening Optics, etc.; low rates. Other particulars to interviewers only. 326/13, Office of this Paper.

BOLTON.—Well-fitted Shop on new estate; good living accommodation, with separate entrance, if required; N.H.I. and Kodak Agency; fixtures and fittings £150; stock at valuation or optional. 324/38, Office of this Paper.

BOURNEMOUTH.—Chemist's, absolutely unopposed, situate on newly-developing estate, restricted against further chemists and offering exceptional prospects for development; double-fronted shop with mahogany fixtures, dispensary; modern house, garage; steadily increasing trade with good Family and Dispensing business; open strictest investigation; £2,000, everything, including freehold property and stock. Griffiths Preese, Bournemouth.

BOURNEMOUTH.—A good-class residential district, rapidly growing; no near opposition; Rexall and Kodak Agencies; present turnover £24 per week, steadily increasing; good private Dispensing; £500, plus stock at valuation (about £400); lock-up shop, or house attached (modern) can be had. 326/18, Office of this Paper.

HACKNEY (N.E. London).—Old-established Pharmacy; neglected under manager; double-fronted corner position with dwelling-house; rent £80 per annum; lease 12 years; takings average £1,220 per annum, accountant's figures, plus N.H.I. (800 per month, increasing); Kodak Agency; best offer accepted for goodwill; s.a.v., approximately £150. 325/5, Office of this Paper.

KENT COAST.—Main thoroughfare; four good living rooms, bathroom, garden; house could be let off; moderate rent; profitable trade; stock recently valued £250; Optical nucleus; Kodak Agency; scope for Prescribing; good reason for disposal. 323/19, Office of this Paper.

LEEDS.—Suburban Business for Sale; Kodak, Rexall, good N.H.I. and Family Retail; old established; price £750; property may be purchased for £750; separate entrance to house; banker's reference required. Apply 326/9, Office of this Paper.

LEEDS.—Old-established Chemists, lock-up shop, busy main road, near centre of city, industrial area; returns £1,000; N.H.I. fees £2 weekly; rent £52; sell at valuation, about £450; nicely fitted; no old stock. Marsden, Chemists' Valuer, 29 Oakwell Crescent, Leeds. 'Phone: Roundhay 62890.

LONDON, N.W.—Retail Herbalist, Druggist, etc. Old-established Business, in excellent position, busy main thoroughfare; good domestic accommodation; lease 10 years; open to fullest investigation; price, including stock, fixtures, etc., £2,500. Fuller information: Pawley & Malyon, Incorporated Accountants, Finsbury Court, Finsbury Pavement, E.C.2.

LONDON (S.W. Suburb).—Well-fitted Shop, with living accommodation; long lease at reasonable rent; turnover averages £1,575 per annum, under management; should increase considerably under personal control; price £250, plus stock at valuation. Preston & Partners, 29 Ludgate Hill, E.C.

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MANCHESTER.—Drug Store and Photo Depôt (Kodak, etc.) in busy district; neglected, vendor having other interests; also property; electric light throughout; established over 8 years, in all about £800. 324/36, Office of this Paper.

MIDLANDS, SOUTH.—Medium-class Retail Business for Disposal; main road corner shop; good house attached; rent £1 per week; 10 years' lease; takings, 1931, £1,325; net profit £350, increasing, 1932, to £1,400; audited accounts; price, stock and fixtures £400, plus one year's profits £350; £750 all; ample scope for good increase. 326/34, Office of this Paper.

NEAR WARRINGTON.—A Branch Dispensing and Photographic Business, double-fronted shop, in a shopping centre; turnover £950 for last financial year; rent £1 per week and rates; used as a lock-up, but plenty of vacant rooms; under qualified management; price £325, or valuation terms entertained; worth viewing. For further particulars apply 324/37, Office of this Paper.

SOUTH YORKS.—Old-established working-class Retail Business, with sound Wholesale connection; capable of considerable extension; good N.H.I.; Kodak; Wholesale and Retail will be sold separately or conjoined; stock and fixtures at valuation; small goodwill; living accommodation, now used for Wholesale; stock can be adjusted. Spencer, Main Street, Mexborough, Rotherham.

SUSSEX (seaside resort).—Retail and Dispensing; Approved Photographic Dealer and N.H.I.; no near opposition; thickly populated neighbourhood; last 2 years average £1,200 per annum, audited accounts; good living accommodation; side entrance; price, all at, £600; property £900; mortgage if required. Full particulars, 325/6, Office of this Paper.

SUSSEX COAST.—Old-established Dispensing and Photographic Business; Kodak, N.H.I., own Prescribing; well stocked; handsome fittings; double-fronted shop, situated in main thoroughfare of popular health resort; excellent living accommodation; very low rental and good lease; good reason for disposal. 326/4, Office of this Paper.

BUSINESS, good London district; profit £400 per annum net; good Photographic trade (Kodak Agency); good N.H.I.; large, well-fitted shop and splendid living accommodation; price approx. £850 for lease, goodwill and saleable stock; stock can be reduced. Further particulars only to those furnishing references. 325/32, Office of this Paper.

CHEMIST'S Business for disposal, North London, main road; long lease; rent £150; can sub-let £91; spacious accommodation, 5 rooms, side entrance, long garden; Kodak Agency, N.H.I.; at present under management. Further particulars, 325/8, Office of this Paper.

CHEMIST, London; old established; same hands 12 years; rent £2 inclusive; back let off 15s.; net profits about £400; good opening for chemist with son or daughter "Hairdresser" or Optics; £900. 324/35, Office of this Paper.

FOR Sale, near London, well-fitted Pharmacy, with good living accommodation; takings, £25 per week, shows steady increase; £600, or near offer; half can remain; a real bargain; ill-health only reason for selling. 325/25, Office of this Paper.

TWO long Leases of Corner Shops, main road positions, near London, at low rental, for Sale; at present carried on as high-class Pharmacies. Purchaser would get the goodwill of the businesses for nothing. 326/50, Office of this Paper.

£350, ALL AT.—Herbalist's for Sale; established 10 years; low rent; splendid living; main road; good position; double-fronted; electric light and sign; 5 rooms and scullery; ill-health cause of selling; 5 years' lease, with option. Apply 81 High Road, Lee, London, S.E.13. 'Phone: Lee Green 1783.

BUSINESSES WANTED.

A PRIVATE limited company requires immediately for purposes of extension about 20 sound Businesses in or near London. Owners of businesses showing returns of £35 weekly and upwards (five-figure turnover businesses will be of definite interest), with proportionate overhead charges, and who may for any reason be contemplating removal or retirement, are invited to communicate, in strict confidence, with Ernest J. George, Sentinel House, Southampton Row, London, W.C.1. Telephone: Museum 8340.

HAMPSHIRE, SURREY OR SUSSEX.—Sound Business required, turnover £2,500 to £3,000, with good living accommodation or lock-up; immediate cash available for purchase. Apply "Chemist," c/o 3 St. Thomas' Square, Ryde, Isle of Wight.

PRIVATE Chemist, with capital up to £3,000, requires to negotiate for the Purchase of a Business immediately; any district considered. Please address all communications (which will be treated in strict confidence), in first instance, to 213/622, Office of this Paper.

TOTTENHAM (near).—Wanted, at once, working-class Retail Business returning about £3,000 per annum; must have a large N.H.I. connection and a reasonable rent; living accommodation preferred; a very good price will be paid for the right concern. Apply Orridge & Co., 56 Ludgate Hill, E.C.

40 MILES RADIUS OF LEICESTER.—Wanted, at once, fair-sized Chemist's Business with Wine and Spirit Licence attached if possible; scope for Fancy Goods and possibly Grocery an attraction; capital available. Apply Orridge & Co., 56 Ludgate Hill, E.C.

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CHEMIST.—Applications are invited for the vacant post of Chief Chemist, to take charge of the Dispensary Staff and Dispensing of the above Society.
Applicants must be fully qualified, and should state age, qualifications and experience, particularly in the Buying and Manufacture of Drugs.
Three copies of recent testimonials should accompany the application, which should reach the undersigned on or before Wednesday, November 30th, 1932.

S. E. WALTERS,
Secretary.

CITY OF BIRMINGHAM.
PUBLIC ASSISTANCE COMMITTEE.
ERDINGTON HOUSE.
DISPENSER (FEMALE).

APPLICATIONS are invited for the post of Dispenser at the Erdington House, Birmingham. Attendance will be required daily from 9 a.m. to 5 p.m. on week-days and 9 a.m. to 1 p.m. on Saturday. Scale of salary £200, rising, subject to satisfactory service, to a maximum of £250 per annum (non-resident). The salary will be subject to a voluntary abatement scheme at present in force or to any amendment thereof which may be made in the future. The salary of the successful candidate will be fixed within the scale according to qualifications and experience. The successful candidate will be required to pass a medical examination and the salary will be subject to a deduction for superannuation purposes.
Applications, stating age, experience, etc., and accompanied by copies of three recent testimonials, must be forwarded so as to reach the undersigned not later than Thursday, December 1st, 1932.
Canvassing in any form, oral or written, direct or indirect, will be regarded as a disqualification, and applications and testimonials, or copies thereof, may be sent to the undersigned, but are not to be sent to members of the Committee or of the Council.

F. H. C. WILTSHIRE,
Town Clerk.

Council House,
Birmingham.
17th November, 1932.

BUSINESS OPPORTUNITIES.

LONDON, N.W.—Excellent opportunity for Optician, Chemist, with main road premises, situated in busy thoroughfare, is open to Sub-let adaptable Room at rear, together with part use of Display Window; reasonable rental; exceptional scope. Apply 213/621, Office of this Paper.

DIRECTORSHIPS.

WANTED, as Branch Managers, to take complete charge of two high-class Pharmacies, two Qualified Chemists, one with Optical qualification; invest £250; salary and share of profits. A splendid opportunity for smart men. 326/5, Office of this Paper.

APPRENTICES.

MEDICAL STUDENT, 22, elementary knowledge Dispensing and Compounding, desires 2 years' Apprenticeship; live indoor; quiet home; abstainer; clergymen's and college references. 325/9, Office of this Paper.

APARTMENTS.

WHEN YOU COME TO LONDON STAY AT THE HAMPDEN RESIDENTIAL CLUB.

FOR gentlemen. Hampden Street, N.W.1. Close to King's Cross and Euston. 300 bedrooms. 12s. 6d. to 25s. per week, including baths, attendance and boot cleaning. All meals à la carte in dining rooms. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Museum 3424.

SITUATIONS OPEN.

RETAIL (HOME).

LEEDS.—Toilet Department in large first-class Pharmacy requires lady Assistant; capable Saleswoman and Stock-keeper; Pharmacy Counter experience necessary; moderate salary. 326/6, Office of this Paper.

LONDON, S.E.—Lady; unqualified; young; good Dispenser, Saleswoman and Window-dresser; half-day weekly and no Sunday duty. Age, height, experience and salary expected, 325/24, Office of this Paper.

MANCHESTER SUBURB.—Young, qualified Assistant; must have had experience in good-class Dispensing business; undeniable references. State age, salary required, and experience. No stamped envelopes. Applicants not answered five days respectfully declined. Interview arranged selected applicants. 325/10, Office of this Paper.

MANCHESTER.—Qualified Manager, Optical qualification preferred, for suburban business; knowledge of buying and management essential; good salary and prospects offered. State full particulars of previous experience, salary, etc. 324/15, Office of this Paper.

YORKS.—Assistant, lady or gentleman, high-class Chemist's business; one having Optical qualification preferred; excellent opportunity for one willing to live in. Full particulars and remuneration expected in first letter. Applications not answered 7 days respectfully declined; photo if possible. 323/13, Office of this Paper.

A CHEMIST, qualified, male, age 23-25; good, sound knowledge of the business essential; country experience preferred; position is for Assistant, not manager; salary £3 15s. a week. Apply, by letter only, stating full particulars as to experience, age, height, etc., enclosing a recent photograph. All applicants not replied to in 7 days respectfully declined. P. Rhosser Roberts, Ltd., Poplar Walk Pharmacy, Poplar Walk, Croydon.

CAPABLE Sight-testing Assistant wanted for Liverpool; must be expert Window-dresser, with good knowledge of Photographic trade and have high-class business experience. Fullest details to 212/607, Office of this Paper.

EXPERIENCED lady Saleswoman wanted for Drugs and Perfumery; age 25 to 30. Apply, stating age, experience, and salary required, to Staff Manager, Welwyn Stores (1929), Ltd., Welwyn Garden City, Herts.

HAYWARDS (BIRMINGHAM), LTD., have vacancy Junior Assistant. Particulars to 90 Aston Road N., Birmingham.

JUNIOR Assistant required for good-class Pharmacy near London; must be quick, accurate Dispenser, tall, willing, and of good address; send full particulars, etc., experience, wages required, references, etc., in confidence; permanency to suitable applicant. Replies unanswered within five days respectfully declined. 325/27, Office of this Paper.

MESSRS. BURGOYNE, BURBIDGES & CO., London, E.6, are open to consider applications for positions on their Sales Force.

Only young, live men with proved selling records, trained in Retail Pharmacy and good Drug Trade selling experience need apply.

Write giving particulars of experience, territory, age and terms to the Sales Manager.

LADY to take charge of neglected Drug Store; no dispensing, Sunday or holiday duties; near main shop; usual hours. Apply, by letter, giving full particulars and enclose photo, to be returned, Reeson, Chemist, High Street, Erith, Kent.

QUALIFIED Manager wanted, December 5, for Branch in Midland industrial town. State age, height, experience, references, and salary required, photo if possible (returnable), to 325/18, Office of this Paper.

SMART Manager required for a high-class Pharmacy in the West of England; applicants must possess personality and good all-round ability. Particulars of experience, age, height, when free, and salary required. Send photograph, if possible, to 212/603, Office of this Paper.

THE Stockport I. & E. Co-operative Society, Ltd., 27/39 Chestergate, require the services of a Drug Manager to take charge of the Central and two Drug Branches; total sales £8,500; wages £6 10s.; applicants must be fully qualified Chemists and Opticians. Applications, stating age and experience, together with copies of two recent testimonials, endorsed "Chemist," must reach the Society not later than first post on Monday, December 5. By order of the Committee, S. Lloyd, General Secretary.

WANTED, qualified lady Dispenser for Doctors' Surgery. Apply, with references, to Drs. Nash, Birks and Nash, 2 Harpur Place, Bedford.

WANTED, an unqualified Assistant for a new centre town shop; must be well recommended, smart Window-dresser, and keen and courteous Salesman. Apply, stating age, experience, salary required, etc., to 325/7, Office of this Paper.

WANTED.—Junior, young; must be alive and good Salesman. Apply Venables, 260 Upper Tooting Road, S.W.17.

WHOLESALE.

LANCASHIRE.—A firm of Manufacturing Chemists has a vacancy in their Laboratory on December 1 for a qualified Pharmacist for Dispensing duties; age not over 27; applications to be accompanied by photograph, copies of references; salary to be stated. Apply 212/604, Office of this Paper.

SOUTH WALES AND WEST OF ENGLAND.—Manufacturing firm with established connection has a vacancy for a Representative, age 25-35, to call on Chemists and Doctors; highest credentials essential; applications treated in strict confidence; previous experience necessary. 212/608, Office of this Paper.

MEDICAL REPRESENTATION.—The services of a young, qualified Pharmacist are required for the Home Counties and part of the West of England; some previous experience is desirable, but not essential; best credentials would be required. 212/609, Office of this Paper.

OLD-ESTABLISHED and progressive London Tea Merchants and Blenders, running first-class Digestive Teas and other proprietary lines of growing appeal to Chemists, require Representatives for vacant territories in London and the provinces, with sound connections amongst Chemists, Druggists, etc.; liberal terms; one or two other non-competitive lines not objected to. Write, in confidence, with full particulars of experience, age, etc., to "Representative," c/o W. Abbott, Ltd., 32 Eastcheap, London, E.C.3.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 60 to 100 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

PILL-MAKER, with specialised knowledge of Pill-coating, wanted for North Country Firm. State age, experience and wages expected. 213/625, Office of this Paper.

REPRESENTATIVE, with connection in the London area, required by well-known Drug House. Full particulars, "H.," 213/619, Office of this Paper.

REPRESENTATIVE, calling on Pharmacies, wanted to obtain orders for Personal Weighing Machines; remuneration on commission basis. 213/623, Office of this Paper.

SECOND-CLASS Counter Hand for Wet Counter required immediately by London Wholesale Druggists. Please send full details of trade experience to "R.," 212/606, Office of this Paper.

SMART, artistic, competent gentleman required; must have knowledge of Toilet Soap, Toilet Requisites and Perfumery trade, to organise Box and Printing Department, create new packs and ideas; permanency for right man. Apply by letter with full qualifications to Tor Perfumery Co., Ltd., Castle Bromwich.

SURGICAL INSTRUMENTS.—Exceptional opportunity for Junior Assistant. Well-known London Surgical Instrument Manufacturer offers above position. Required for execution of instrument orders and occasional showroom; will work directly under manager. 212/602, Office of this Paper.

TORO TABLET CO., LTD., and Tor Perfumery Co., Ltd., Inc., Manufacturers of Toilet and Hard Soaps, Toilet Requisites and Perfumery, Castle Bromwich, require Salesmen in the following territory:—Scotland; Liverpool and Manchester; Bristol and West; Eastern Counties (South of Hull); Berks, Bucks and Oxon; Cardiff and South Wales; London (South of the River). A real opportunity for "Live Wires." Applications in writing, with details of previous experience and if able to pass fidelity guarantee, treated in strict confidence.

WOMAN Supervisor required by London Cosmetic Manufacturers; must be able to control staff. State education, experience and wages required. 213/627, Office of this Paper.

YOUNG, energetic, and intelligent man required by London firm; must be experienced in manufacture on large scale of Ointments, Toilet Preparations, etc. Apply, stating age, wage required, experience, etc., to 212/605, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

A.A.A.—QUALIFIED, 25, requires berth; 6 years' London and provincial experience; excellent references; moderate salary; disengaged December 5. Harris, 25 Holmdale Road, N.W.6.

A.A.A.—QUALIFIED; Manager or Assistant; excellent experience in all branches; tall, capable and reliable; permanency or Locum; highest references; disengaged. J. Simmons, 11 East Tenter Street, Minories, E.C.3.

A.A.A.—Lady Dispenser, Book-keeper, requires post in or West of London; certified in Bacteriology; varied experience; good testimonials; drives car. Roberts, "Greywalls," Farnham Common, Bucks.

A.A.—QUALIFIED Manager, 38, Scot, competent business builder, seeks responsible position, private pharmacy, London suburbs; sole charge; excellent Prescriber; experienced all branches; interview desired; thoroughly conscientious; quick and capable; smart appearance, with tact and personality; proved ability. 325/33, Office of this Paper.

A.—LADY; qualified; 26; Manager or Assistant; Dispenser, Counter, Window-dressing. 2a Stonor Road, W.14.

A.—QUALIFIED, 22, capable and energetic, desires temporary or permanent position; anywhere; moderate salary; highest references. 62 Park Street, Grimsby.

A CAPABLE, all-round Assistant, age 32, desires permanency in good-class pharmacy; first-class references. "M. J.," 44 Slad Road, Stroud, Glos.

A QUALIFIED Chemist, 25, desires post; thorough experience in all branches, including Photographics; knowledge of private and company methods; Square trained Pharmacist, skilful Window-dresser, keen Salesman, with tact, personality, education and initiative; resigned present position; free November 26. "M.P.S.," 7 Railway Street, Chatham, Kent.

A QUALIFIED, experienced Manager; disengaged; over 9 years last berth; London or suburbs. Davies, 109 Alexandra Drive, Surbiton, Surrey.

A QUALIFIED Chemist; married; 25 years' experience as Manager or Assistant; energetic; accurate Dispenser, good Counter hand; Photography; 13½ years last situation, London. "Reltub," 210a The Grove, Hammersmith.

AN experienced, qualified 1919, age 36, married, steady, abstainer, good Salesman, Buyer, Window-dresser, seeks post, London. "Chemist," 7/8 Leicester Place, W.C.2.

AN M.P.S., F.S.M.C. (registered J.C.Q.O.); 30; experienced Manager; excellent testimonials; permanency or Locum. "M.P.S.," 75 Avenue Road, Southampton.

AN M.P.S., used to good-class businesses, Dispensing, Counter, Window-dressing, Photography, etc.; excellent references. "G. L. L.," 96 Bensham Manor Road, Thornton Heath.

AS Assistant, Locum, Manager; whole or part time; good sound experience. Dispensing, Counter. "Prescriber," 130 Scott-Ellis Gardens, N.W.8.

ASSISTANT, unqualified, 42, single, desires situation, Retail or Wholesale; 12 years' London experience; would invest £100 in sound business; country preferred, but not essential. 324/17, Office of this Paper.

ASSISTANT, unqualified, 33, married, desires permanency; capable Dispenser; thorough experience Retail, Counter, Window-dressing, Photographics, also knowledge of Wholesale work. Dodd, 1 Victoria Gardens, Northampton.

ASSISTANT, unqualified, age 24½, free, smart appearance, seeks situation in London area; recommended by employer; Dispensing, Counter, Window-dressing and Photography. Murphy, 225 Devonshire Road, Honor Oak Park, S.E.23.

ASSISTANT or Manager; unqualified; 38; 20 years' all-round experience. Gibbs, 29 Hilldrop Road, London, N.7.

ASSISTANT; 20; tall; 4 years' experience, London and country; capable Dispenser and Counterman. A. J. Probert, 30 Cambria Road, Evesham, Worcs.

ASSISTANT; unqualified; over 20 years' first-class all-round experience; keen Salesman; references; disengaged. Gall, 53 Cambridge Street, Norwich.

BIRMINGHAM OR DISTRICT.—Qualified Pharmacist, age 26, height 6 ft., desires situation; highest references; good managerial experience; skilled practical Photographer. White, 643 Shirley Road, Hall Green, Birmingham.

BUSY BEE.—London. Part time to suit employers; Retail or otherwise; 9 years' all-round multiple and private experience; London Chamber of Commerce Salesmanship Diploma. 323/40, Office of this Paper.

CAPABLE Lady Assistant (Hall); 12 years' first-class Dispensing and general experience; Brighton or near; 35s. 8 Prestonville Road, Brighton.

CAPABLE Lady Assistant (Hall); seven years' first-class Dispensing and all-round experience; pharmacy trained; highest references; disengaged. "D.," 36 Turnpike Lane, N.8.

CAPABLE, fully-qualified Chemist, all-round experience, desires post immediately. "R.," 218 Euston Road, N.W.

CHEMIST and Druggist, 23, desires permanency; excellent experience and good references; disengaged; moderate salary. "T. G. B.," 2 Chelston Place, Newport, Mon.

CHEMIST, 23, requires temporary or permanent position; seven years' first-class London experience, including West End; excellent references; disengaged. Cruse, "Merton," 90 St. Paul's Avenue, Kenton, Middlesex.

COMPETENT Assistant or Manager (unregistered); 18 years' all-round experience, nine years' managing; capable any charge; permanency or locum; highest references. 43 Stapleton Hall Road, Stroud Green, N.4.

DISENGAGED; Qualified Chemist-Optician; Honours Certificate Optics; experienced; capable all branches; manager, locum, part time; 15 years last engagement. Colway, 21 Kidbrooke Lane, Eltham, S.E.9.

DISENGAGED; qualified, thoroughly experienced, all-round Pharmacist; accurate and rapid Dispenser; locum (any distance), suitable permanency, or part time; London district. "Pharmacist," 62 Charlwood Street, Westminster, S.W.1.

EFFICIENT service offered by keen, capable man; qualified Pharmacy and Optics, F.B.O.A., F.S.M.C., etc., own equipment; registered J.C.Q.O.; reasonable salary. "E.," 10 Westgate Terrace, S.W.10.

ENERGETIC, capable, young, qualified man requires permanent responsible position; sound experience. Martin, 36 West Bromwich Street, Walsall.

EXPERIENCED qualified; good references; will manage small business for £3 per week and commission. Harris, 6 Guthrie Street, S.W.3.

IN mixed Agricultural, Industrial Dispensing Business (Northern); tall; middle-age; qualified; £4; Locum or permanency. "Chemist," 1 Borrage Green Lane, Ripon.

JUNIOR or Improver; Dispensing, Counter; 19; good appearance; moderate salary; 5 years' experience. Marshall, North Street, New Romney.

LADY, M.P.S., accustomed to busy Dispensing and quick Counter trade, excellent references, wants employment. "M. P.," 10 Second Avenue, Acton, W.3.

LADY; unqualified; full knowledge of Retail, Drug and General Counter trade and Toilet Requisites; some N.H.I. Dispensing; reliable in every way; 10 years' reference; good Stock-keeper. Miss Storr, 12 Doria Road, Fulham, S.W.6.

LIVERPOOL DISTRICT.—Unqualified Assistant; 24; tall; 8 years' experience; accurate Dispenser, Counter, Veterinary, Photography, Window-dressing and Stock-keeping; excellent references; commence January. Wallace, 70 Park Street, Denbigh.

LOCUM or permanent; age 35; unqualified; trustworthy; thoroughly capable; abstainer; energetic; London district. 325/11, Office of this Paper.

LOCUM or emergency relief; disengaged; long experience; thoroughly competent; Stocktaking for assessment undertaken. "Chemicus," 56 Rudloe Road, Balham, S.W.12.

MANCHESTER district preferred, but not essential. Qualified, 23, Square trained, 4 years' experience, excellent references, desires permanency. Hatfield, 25 Queen Street, Leigh, Lancs.

M.P.S., 27, requires Managership; provinces preferred; permanency essential; marriage contemplated; accommodation optional; 8 years' London and provincial experience; character bears strictest investigation. 324/26, Office of this Paper.

PART-TIME.—Qualified, 42, requires three half-days or evenings per week; tall; quick and accurate Dispenser. Moody, 45 Orlando Road, Clapham.

PART-TIME SERVICE.—Offer to the economist. Reliable, experienced, well recommended, unqualified Assistant; total abstainer and Salesman; available Monday, Tuesday, Thursday or Friday all day or Wednesday evening. Franklin, 67 Finborough Road, South Kensington, S.W.10.

QUALIFIED, 27, College medallist; 8 years' first-class Dispensing and Counter experience; 5 ft. 10 in.; good appearance and education; Kent, Sussex or Surrey preferred. A. B. Singleton, Hawkhurst, Kent.

QUALIFIED, 22, requires position; experienced Counter, Photography, Dispensing; disengaged; good references; salary £2 10s. Denny, 386 Clapham Road, S.W.9.

QUALIFIED, young, varied experience, desires post; Locum or permanency; accustomed to taking charge. Mounsey, 7 Grove Street, Morecambe.

QUALIFIED Manager, good business, house attached, with view to purchase; easy terms; small capital, once. BM/ZPDT, London.

QUALIFIED, 25, desires permanency or part time; London area; Counter, Dispensing, Stock; highest references. Leigh, 31 Chichele Road, N.W.2.

QUALIFIED 4 years, young and keen, desires change; good Window-dresser and Salesman; highest references; New Year will do; London only. Apply 326/35, Office of this Paper.

QUALIFIED; 34; good experience as Manager and Assistant; disengaged. "Chemist," 50 Grove Lane, Camberwell, S.E.5. 'Phone: Rodney 2719.

SCOTSMAN; unqualified; tall; 20 years' experience; abstainer; whole or part time; now disengaged. Alexander, 189, Southampton Street, S.E.5.

WOMAN Dispenser, 32, Hall Certificate, Pharmacy, Doctors and Institutional experience, requires post, December 5; Typewriting, Book-keeping. Miss M. D. Thompson, 13 Adelaide Square, Bedford.

YOUNG lady (Hall), 8 years' excellent experience, Dispensing, Counter, Photography, Window-dressing, Book-keeping, energetic, reliable, obliging, desires change; excellent references. "M.," 61 Oakfield Street, Cardiff.

YOUNG married couple, lady qualified, gentleman Part I, to manage branch; experienced; moderate combined salary. "Chemists," 90 Nichols Square, E.2.

YOUNG lady (19) requires post; temporary or permanent; two years' experience; good knowledge Dispensing and Counter; excellent reference. 326/22, Office of this Paper.

£2 5S. WEEKLY.—Smart, capable Assistant seeks responsible position in Lancashire; experienced; expert Dispenser; "Kodak" trained; Part I; young; tall; trial willingly. Hargreaves, 5 Raleigh Road, Southall, Middlesex.

WHOLESALE.

A POSITION as Midland Representative to well-known House is desired by qualified Pharmacist, age 30, with Hons.B.Sc. degree, who has been Retail Manager for seven years, and has thorough knowledge of all branches of the trade, together with salesmanship, tact, initiative, personality and appearance; own car. 325/39, Office of this Paper.

A QUALIFIED Chemist, Factory Manager, requires position anywhere with prospects; 14 years' all-round experience, Manufacturing Galenicals, Packed Goods, Proprietaries, etc.; excellent references. 10 Brentwood Drive, Monton, Manchester.

CONNECTION.—Services offered (established 20 years); sales, management, pioneer; London and chief centres, Stores, Multiple Firms, Chemists, Hairdressers, Wholesale, Retail, Export. "Success," 326/3, Office of this Paper.

ENERGETIC young man desires post with Wholesale House; Representative or indoor; 10 years Retail; good Salesman; excellent references. 326/37, Office of this Paper.

ENERGETIC young man, trained in Retail Pharmacy (12 years), good Salesman, desires post as Representative; excellent references; car. 327/6, Office of this Paper.

FORMER Manager of large Australian house, now in London, is prepared to accept executive position where his intimate knowledge of Australian and New Zealand conditions would be available, or would be willing to return to Australia, where his personal connection with over 2,000 Chemists would be invaluable. Reply "Anglo-Aussie," P.C.B. 55/29, Office of this Paper.

LADY, 30, desires post as Confidential Secretary to Director or similar position. 324/24, Office of this Paper.

QUALIFIED Chemist, 27, tall, smart, energetic, 11 years' Retail experience, desires post as Representative with established house. Details, 323/31, Office of this Paper.

QUALIFIED, 28, single, good references, desires post with Manufacturing House, Factory or Laboratory; 6 years' Pharmaceutical and Analytical experience, Retail and Wholesale; home and abroad. 326/36, Office of this Paper.

REPRESENTATIVE, with 20 years' connection in Lancashire, Yorkshire and Northern Counties with Chemists, Stores, etc., seeks a position with a first-class house. 324/20, Office of this Paper.

YOUNG man, 21, seeks change; Birmingham district preferred; present position 6 years; Wet, Dry Counters; Manufacturing experience; well educated; keen; energetic. "Drugs," 74 Manor Farm Road, Greet, Birmingham.

YOUNG Pharmacist, with University education and all-round business experience (last six years as Manager), accustomed organisation, publicity, etc., is open to consider post with first class house. 325/390, Office of this Paper.

FOR SALE.

Articles to the value of £5-£50.)

CASH Register for Sale; in perfect condition; suit any kind of business; small key range; gives total of "No Sale," "Paid Out," and "Charge" sales; number of customers. Write to T. Lewis, 90 Sandringham Buildings, Charing Cross Road, London, W.C.

SURPLUS Stock of Bottles, containing various Chemicals; ditto, various Stands and Laboratory Apparatus, the condition of which is not guaranteed. Any offer for these will be accepted. 213/624, Office of this Paper.

TO USERS OF PRINTED MATTER

Consumers of any quantity of printed matter who appreciate good, clean, well-conceived and executed work, and who seek relief in the price of such work, are requested to get into touch with us. We have the assistance of the latest type of fast-running, automatic machinery, monotype and linotype machines, a wide range of standard types, electrical power, exceptionally low overheads, lengthy experience and qualified staff. If you use not less than 10,000 at a time of any form of printed matter, we claim to equal—in many cases to excel—the standard of work to which you have been accustomed, most certainly to save you something in the price and to give a rapid, courteous and conscientious service. An enquiry costs nothing but, we are convinced, will make new and permanent friends.

ELLAMS & CO.
The Georgian Press,
33 Hanover Street, Liverpool.

The Printers who cut out that doubt.

MISCELLANEOUS.

10s. for 60 words or less; 1s. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A BARGAIN LIST of Second-hand Showcases and Fittings Mahogany Dispensing Screen with bent Sponge Case, £15. 6 ft. bent plate-glass Counter Case with display shelves, £3 10s.; many useful Showcases and Counters, all removed from jobs in progress. Write requirements or call PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1 "Pharmacy Fitters for Over a Century."

ATTRACTIVE BARGAINS in reconditioned Second-hand Chemist Fittings, various sizes and styles, sold singly or in sets. Visit our Showrooms or write your particulars. RUDDUCK & CO., 219/227 Old Street, London, E.C.1.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

CHEMISTS' Fittings, direct from manufacturer; soundly constructed in oak and mahogany; 8 ft. Drug Run, £18; 6 ft. Dispensing Screen, £14; 6 ft. Showcase Fronted Counter, £8 5s.; 6 ft. Wall Case, £11; 6 ft. Glass Counter, £8 15s.; Counter Case 30 x 24 x 18, £2 5s., etc. Send now for photographs, or call and inspect. MYERS, Complete Chemist Fitters, 134a Kingsland Road, E.2, near Shoreditch Church. Bishopsgate 2524.

CHEMIST'S MAHOGANY FITTINGS.—Complete Drug Fittings, 12 ft. long, 10 ft. long, 22 drawers; 8 ft. long, 19 drawers; Wall Cases, 10 ft. long, 9 ft. long, 6 ft. long and 4 ft. long. Glass Case Front Counters, 12 ft. long, 10 ft. long, 8 ft. long. Dispensing Screens, mirror centre, 6 ft. long, 4 ft., nests counter drawers. Wall Case, 4 ft. 6 in. long, 7 ft. high, 1 ft. deep. Silent Salesman, 5 ft. 10 in. high, 2 ft. x 2 ft. All-glass Counter, 5 ft. long. All bargains. GEORGE COOK, The Working Shopfitter, 27 Macclesfield Street, City Road, E.C.1. 'Phone: Clerkenwell 5371.

CLEAR OUT—your Old or Damaged Stock of Photo Goods *by keep them any longer? Turn them into CASH.*
I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.
S. E. HACKETT, 23 July Road, Liverpool

FOR Sale, "Six Pot" Porcelain Ball Mill, also Hexagonal Wood Tumbling Barrel. Write 213/610, Office of this Paper.

FOR disposal, small Plastic Mixing Machine; size of container 9 x 9 x 11½ in. Write 213/614, Office of this Paper.

FOR Sale, 4 tons (1 cwt. casks) Pea Cyst. Glauber Salts, 8s. cwt., delivered London; about 1 gross 5-lb. glass stoppered Bath Salts at 24s. dozen. SANOVIA PRODUCTS, 72a Angell Road, Brixton, S.W.9.

GARDNER Sifter and Mixer; excellent condition. Particulars on application to 213/611, Office of this Paper.

NO. 00. Disintegrator by C. & N. May be viewed on application. Write 213/613, Office of this Paper.

WANTED, Starch Sifting and Tray Filling Machine. Lowest price and illustration to 213/615, Office of this Paper.

WANTED, Sifter and Mixer; must be in good condition; about 100-140 lbs. size. Write 213/616, Office of this Paper.

FOR Sale, 6 x 12 Triple Granite Roller Mill, also Galvanised Steel Tank with Ball Valve. 213/612, Office of this Paper.

EXCHANGE COLUMN.

WANTED.

A COPY of the British Pharmacopœia, 1867, with the Additions of 1874. Offers to 213/618, Office of this Paper.

TABLET MACHINE; manufacture of tablets ¼ in. to ½ in. diameter. Send full particulars to 212/601, Office of this Paper.

STOKES N. TABLET MACHINE in good condition wanted. State lowest price and where it may be inspected. 213/617, Office of this Paper.

NESTS OF DRAWERS, suitable for Seed Warehouse. Give full particulars of range, size of drawers, and where possible submit sample drawer with price (sample will be returned immediately). Samuel Finney & Co., Ltd., 20 Grainger Street, Newcastle-upon-Tyne.

THE SUPPLY of SUPPLEMENTS

The clerical work in connection with the posting of spare copies of the Coloured Supplement week by week has increased to such an extent that we have been compelled to reorganise our system of distribution. Our readers will please note, therefore, that in future, instructions can be accepted for not more than six successive issues of the Supplement at a time, and that in every case the name and full postal address should be written on

Post Office Wrappers, Stamped ONE PENNY, to ensure prompt delivery.

If wrappers bear a halfpenny stamp only, postal delivery is delayed.

LOOSE STAMPS WILL NOT BE ACCEPTED.

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